Board of Trade Journal

Volume 198, No. 3821 Published by Her Majesty's Stationery Office 10 June 1970

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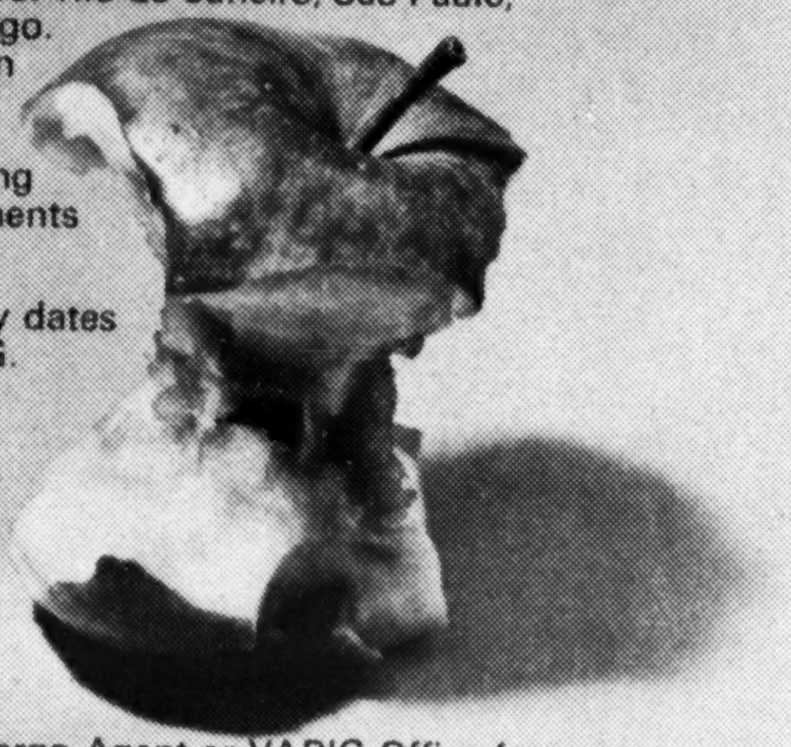

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Front cover photograph

An order valued at over £60,000 from the United States has been received by the Inflatables Division of Avon Rubber, Co. Ltd., Llanelli, for the boats in their new Sportboat range. One of the craft is seen here being used as a ski boat. Substantial orders have also been received from Canada and the craft has attracted a great deal of interest in Australia.

LATE ANNOUNCEMENTS

UK Balance of Payments in the first quarter

The surplus of the combined current and long-term capital accounts ('basic balance') is estimated at £119 million (seasonally adjusted) in the first quarter of 1970. In the financial year 1969-70, covering the last threequarters of 1969 and the first quarter of 1970, the estimated surplus in 'basic balance' was £606 million.

The current balance in the first quarter of 1970 was in surplus by £144 million (seasonally adjusted). The visible surplus was higher than in the previous quarter but the invisible surplus, which has a tendancy to fluctuate from quarter to quarter, was, at £112 million, some £30 million less than the average of the revised figures for the third and fourth quarters of 1969. The main component of the fall was a drop in income on UK direct investment abroad. Private earnings from the export of services from the UK continued high. In the finance year 1969-70, the current account was in surplus by £560 million.

There was a massive inward movement of funds in the first quarter of 1970. The net total of recorded long-term capital movements and monitory inflows was £419 million. There were in addition substantial unrecorded inflows reflected in the balancing item of £362 million. The total currency inflow in the quarter was £915 million. The main factors underlying the inward movement of funds appeared to have been restoration of confidence in currencies and the tight credit conditions prevailing in the UK. The unusually large balancing item in the first quarter suggests that the unwinding of 'leads and lags' in commercial payments has continued and may have gone beyond a return to the customary timing of settlement for commercial transactions, with consequent benefit to the reserves.

As well as £915 million currency inflow in the first quarter, £171 million off the new reserve asset, Special Drawing Rights, were taken into the reserves on January 1. The total of £1,086 million was mainly applied to repayment of official short-term debt which was reduced by £1,010 million. The official reserves rose £76 million in the quarter.

Fuller details will appear in *Economic Trends* for June.

SUDAN

Sequestration Act 1970

PRESIDENT NIMEIRI of Sudan announced the sequestration of 16 firms on June 4, bringing the total number of firms sequestrated under the Act to 18. These are as follows:

Osman Saleh and Sons Group of Companies
- Sudan Tannery Co. Ltd.
- Flour Mills (Sudan) Co. Ltd.
- The International Trading Co. Ltd.
- Sudan Tannery and Shoe Factory Ltd.

Mohammed Ahmed Abbas

The Bittar Group of Companies (Bittar & Co.)
- Bittar Engineering Co. Ltd
- Soap and Allied Industries
- Office Equipment Ltd.
- Building Materials Co. Ltd. (renamed July Trading Corporation)

African Trading Co., African Oil Mills; African Confectionery and Food Products

Tskiraglou and Co. Ltd.

Contomichalos, Sons and Co. Ltd.

Murad Sons

Sarkis Izmirlian

Joseph Kahwati

G. N. Morhig

George Doptoglou

Hafiz el Sayed el Barbary

G. Trucco and Co.

Maalouf Products

Aziz Kfouri and Sons

Esadiq Abu Agla

Licos Group of Companies

National Cigarettes Co. Ltd.; National Tobacco Co. Ltd.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

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A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	This week
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	20 May 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q	27 May 1970
New companies registered:	
Gt. Britain (M)	20 May 1970
N. Ireland (M)	3 June 1970
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods.	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	27 May 1970
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	20 May 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
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Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
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Direct exports (A)	15 April 1970
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Value of overseas trade (M)	20 May 1970
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Trends in private pension funds investment (Q)	1 April 1970
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UK tourist traffic (M)	20 May 1970
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Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	20 May 1970

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Subjects	*Last Published*
Board of Trade addresses	27 May 1970
Board of Trade Regional Organization	3 June 1970
British Commercial representatives overseas	22 April 1970
Customs notices of interest to exporters	20 May 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July-Dec. 1969	18 Feb. 1970
Official Receivers offices	20 May 1970
Programme of trade promotions	11 Mar. 1970

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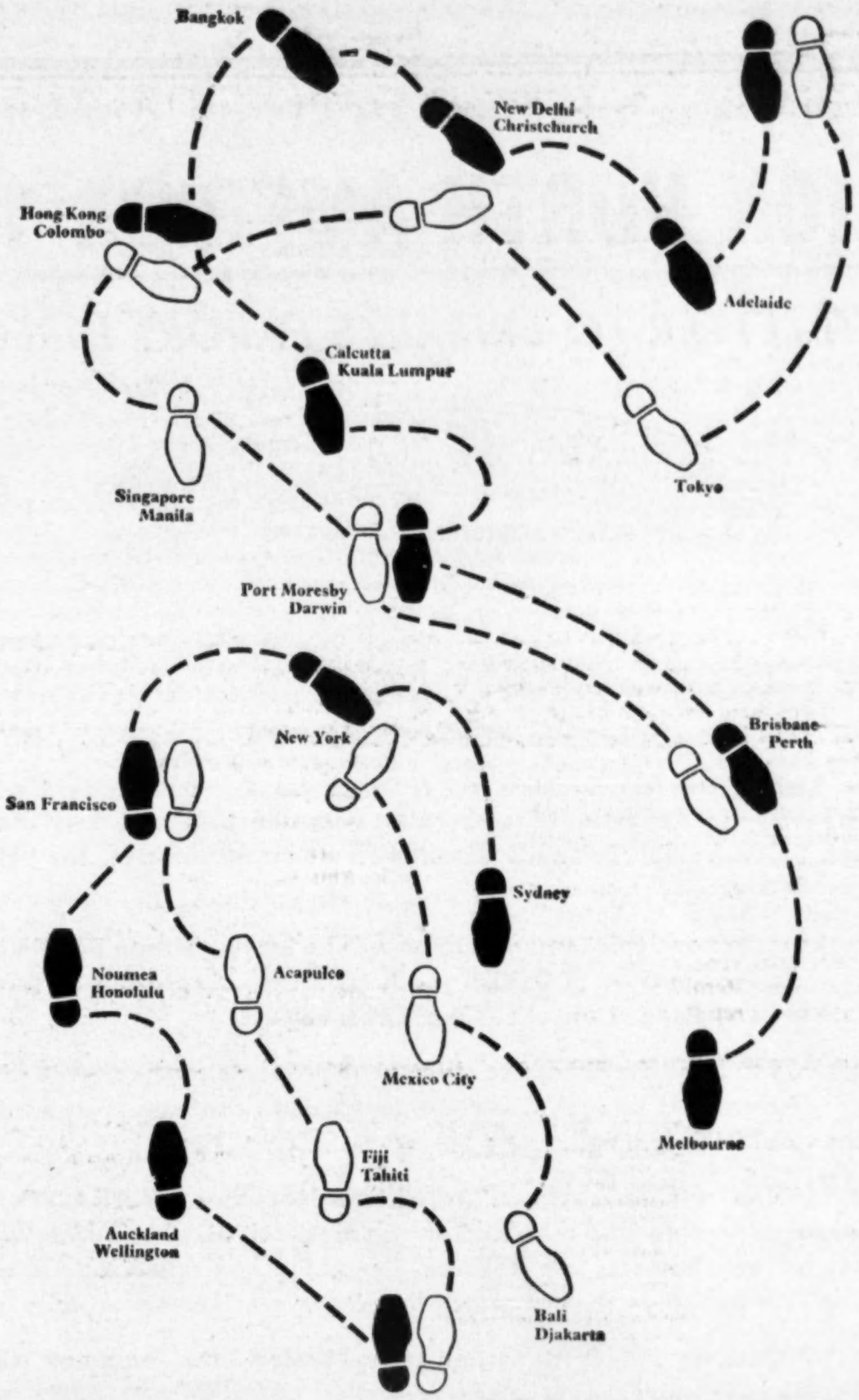

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MISSION NORTH AMERICA 1970

AN OPEN LETTER TO BRITAIN'S EXPORT DIRECTORS

FLYING SCOTSMAN

FLYING SCOTSMAN USA LIMITED
235/7 FINCHLEY ROAD
LONDON N.W.3.

June 10, 1970

Dear Export Director

I am offering you an opportunity to recruit a very unusual "salesman" for your North American export drive - Britain's best-known steam locomotive, the "Flying Scotsman".

A few weeks from now, this famous engine will be leaving Green Bay, Wisconsin, with a nine-coach exhibition train of British goods for a 12-week promotion tour of America's Mid West and Canada - in the Great Lakes region.

On the train, you have the chance to show your products to the people of Milwaukee, Chicago, Detroit, Toronto, Montreal, Cleveland and Toledo - to name just a few of the places where the exhibition will call.

This is the second "Flying Scotsman" mission in Northern America. We are already rebooking space for exporters who travelled on the first trail-blazing journey which drew crowds and boosted their business last Autumn. The U.S. Press called it "one of the most spectacular raids ever pulled on the American market".

There is still space for new firms to join us on Mission Two - on a new itinerary, and promising to be even more spectacular.

Please contact me or my colleague, Terry Thomas, for further details. Call us on 01-794 0211. Don't delay - "Flying Scotsman" has a schedule-keeping reputation to maintain!

Yours sincerely,

Sam Bendahan

SAM BENDAHAN

Flying Scotsman USA Limited.

The Californian market

A report from the British Consulates-General in Los Angeles and San Francisco

This is the fourth and last article in a series on the United States market. 'Target California', describing plans for the British Week in San Francisco in October 1971, was published in the May 27 issue. Previous articles were 'Aspects of marketing industrial products in the United States' (April 22) and 'An ABC of marketing consumer goods in the United States' (May 13).

THE STATE OF CALIFORNIA on the West Coast of the United States and some six thousand miles from Britain extends from the Mexican border at San Diego in the south for 840 miles to the Oregon border in the north. It is one-and-two-thirds times the size of the United Kingdom and has a population of twenty million people. The explosive growth of the area can be measured by the fact that at the outbreak of the last war in 1939 the population was six million. The establishment of the vast aerospace industry and its peripheral suppliers during the war; the equable climate of the area; and the post-war boom in space and electonics – relying as they do on the research carried out by the finest brains in the country have been the prime catalysts of this remarkable growth.

Differences between North and South California

One of the most striking features of California is the difference which exists between the north and south of the State, not only physically but most of all in the outlook of the citizens of the two areas.

San Francisco, in the northern part of the State, must be one of the world's most delightful cities. Even today a European aura rapidly becomes evident to the visitor from Britain and the theatre, opera, ballet and general sponsorship of the Arts add to the civilised background against which its 4½ million inhabitants (taking the whole of the San Francisco bay area into account) live and work. It is the financial headquarters of the West, the home of the Pacific Coast stock exchange with the headquarters of the Bank of America, the world's largest bank, as well as many other great financial institutions located there. The compact nature of the downtown district readily accesible to other parts of the area and full of character provide an entirely suitable site for the British Week which will be held there in October, 1971.

Southern California with the Los Angeles complex as its heart, presents a totally different environment. There are 77 separate 'cities' in the conurbation and while the whole of this area would be referred to in Britain as 'Los Angeles' each city keeps its own very distinct local identity (the present Consul (Commercial) in Los Angeles is an honorary citizen of Westminster, California, a city of 56,000 – the size of Guildford). The population of Los Angeles County, the inhabited section of which measures about 80 miles by 55 miles, is over 7 million; Orange County which adjoins to the south has 1,300,000, and San Diego County, between Orange and the Mexican border contains a further 1¼ million people. This was all originally desert country and is entirely dependent upon irrigation for its agriculture (citrus and other fruits, vegetables and cotton), with water piped literally hundreds (and soon to be thousands) of miles for its domestic and industrial needs. Stung by an old accusation of being a cultural desert as well, the Angeleno will point to the Music Centre, a complex of three theatres and opera houses opened in 1966; the LA County Museum of Art; the Huntington Gallery and Library, and the great Universities and museums in the area as some of the manifestations which give this story the lie. The film, television and graphic arts industries, while no longer almost totally endemic to Southern California are still strong – but the old 'Hollywood' is now almost pure nostalgia.

The gross product of the State (value added by manufacture) comes sixth in the non-Communist world at 18.3 billion dollars compared with Italy's 11.3 billion dollars and Japan's 18.6 billion dollars (the United Kingdom figure is 30 billion dollars). The State has more cars than the Federal Republic of Germany and almost as many as Britain; more telephone than any country in the world other than the United States as a whole. Personal income in California in 1969 reached a gross $82,970 million with a per capita income of $4,179.00 – some 13 per cent above the national average and the highest in the United States.

The big employers of labour in manufacturing in California are (a) in Durables – transportation (the aerospace industry in spite of

(*Continued on next page*)

Morganite Modmor Ltd's. 'Modmor' carbon fibre will be manufactured in the United States before the end of this year. Picture shows vital plant leaving London; this has been developed by Morgan, for producing the fibre by a continuous process. It will be installed at Costa Mesa, Los Angeles, by Whittaker-Morgan Inc., jointly owned by The Morgan Crucible Co. Ltd., and the Whittaker Corporation of Los Angeles. It will produce exclusively for the United States market. At present, all 'Modmor' carbon fibre is being produced at Battersea. The bulk of this production goes either directly or indirectly to the United States market which, despite booming European business, is still seen as the biggest potential outlet for some years. The Battersea plant is undergoing a phased expansion during the next six months to meet requirements outside the United States.

THE CALIFORNIAN MARKET, *continued*

its recent decline stands at about 190,000); electrical eqiupment and supplies, with communications equipment and electronic components and accessories together accounting for 173,000 workers; machinery (other than electrical); fabricated metal products; furniture and fixtures; while (b) for non- Durables, food manufacturing accounted for 172,000, printing and publishing 91,000, apparel manufacture 74,000, the chemicals industry 56,000 (split evenly between industrial chemicals on the one hand and soaps, cleaners and toiletries on the other); and rubber and plastics products, with 26,000 employed on the manufacture of 'miscellaneous plastics products".

High personal income

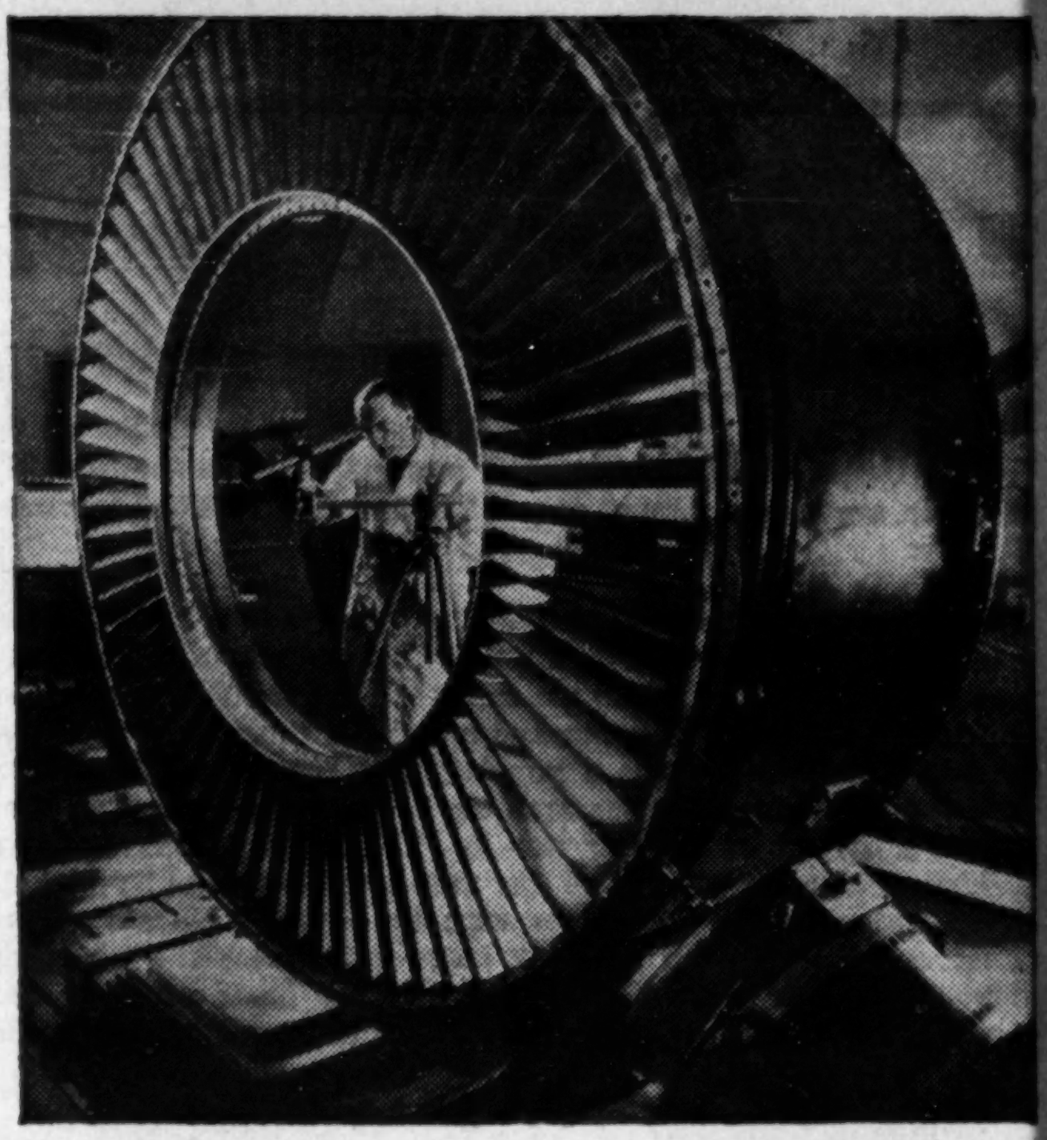
With a labour force of some 8½ million people earning the highest personal income in the United States the demand for consumer goods of every conceivable kind is almost insatiable. These fortunate people have, by-and-large, money left at the end of the month to spend as they wish. While domestic and foreign competition in such lines as domestic electric appliances, radio and TV sets and other 'white goods' makes this sector a difficult one (although there is a market for small refrigerators to be installed in boats, caravans, trailers and behind-bars in living rooms) Britain is doing well with cars £20-million-worth imported into the Southern California Customs District alone in 1968 – probably because Orange County is the biggest consumer of imported cars in the United States – a rate of 25 per cent of the total as opposed to 10 per cent for the United States as a whole), Scotch whisky which annually vies with cars as the leader in direct imports, and then items from the whole spectrum of British industry. Boats (in particular sail boats) and accessories, motorcycles and accessories, foods and confectionery, apparel, electrical machinery, machine tools and electronic manufactures are items whose export to this area from Britain have positively been stimulated by Government assisted (joint-venture) participation in local trade fairs or by visits from trade missions during the past few years.

To support its economy the two great conurbations in California each provide a centre for distribution of all types of goods and together this system serves an area reaching far beyond the State. Most of these distribution networks claim to cover 'the eleven Western States' (California, Oregon, Washington, Arizona, Nevada, Utah, Idaho, Montana, Wyoming, Colorado and New Mexico); it is rare for this territory to be covered successfully from the East Coast distribution system which is the natural 'first-step' for British exporters entering the United States market.

Methods of distribution afford the key to entry into the market. For all goods, a visit to the market is essential and there are two basic schemes in force to provide assistance from public funds. Consult the British National Export Council to see which chambers of commerce or trade associations are organising missions. Consult the Board of Trade to see which trade shows in California have been singled out for British joint-ventures and who is sponsoring these appearances. Plans are already in hand going well into 1971, and substantial financial support is available to those taking advantage of the terms offered.

Selling consumer goods

For consumer goods, if your idea is to sell to department stores a start can be made in London at the offices of their buying houses (addresses can be obtained from the Board of Trade). Buying houses however often buy on the guidance of their headquarters and a visit to the appropriate buyers at the stores' headquarters can produce that vital first order which may well be followed by repeat orders through the buying houses. To keep your goods constantly before the local trade buyers you must establish some form of permanent representation in the market. This can take the form of the appointment of an agent, who may be a commission agent clearing your goods through Customs and selling them on agreed terms; or who may buy and sell on his own account with varying credit terms agreed between you. Larger manufacturers might decide to set up warehouse facilities and employ their own sales and distribution staff – or indeed to appoint a member of their headquarters staff to set up an operation in California. You will readily realise that a market like the one described earlier in the article is sure to be the target of domestic and foreign competitors and a casual selling approach is certain to wilt before the kind of investment that our rivals are prepared to make.



The 7ft. diameter fan casing of the Rolls-Royce RB.211 engine undergoing vibration testing. Here, the vibration characteristics of the outlet guide vanes are being studied. This is one of a comprehensive series of component tests being carried out before the engine enters service in late 1971 in the Lockheed L-1011 TriStar airliner. The operator is looking through a telescope equipped with a measuring grid to determine the movement of the trailing edge of the blades over a wide range of vibrational frequencies. The vibrator can be seen at the bottom right of the picture.

On the industrial side, domestic suppliers to the aerospace industry (mainly in Southern California) will **as a rule** allocate one salesman to each manufacuring facility which has its own purchasing department rather than one salesman to major corporation – a visit to a purchasing lobby on a 'sales representatives day' is a real eye-opener, and a major Californian manufacturer will not feel it necessary to make the effort to purchase at a range of 6,000 miles – he demands a local representative with whom he should be in immediate and constant touch whenever he needs him. Firms of consultants and manufacturers' representatives who have good contacts with major manufacturers in a number of areas do exist locally. The staffs of the Commercial Departments in San Francisco and Los Angeles are there to help you find a local representative whatever your field; but please put your enquiry through the nearest Regional Office of the Board of Trade, where the staff know exactly what we at this end need to know in order to give you the maximum help.

After appointing an agent or representative regular visits to the market are a feature of the successful export operation. The local representative needs your help and support. You may find that regular appearances at one of the excellent trade shows held in the area, ranging from the California Giftware Show to the WESTEC Machine Tool Show in Los Angeles, and from the Import Car Show to the Western Plant Engineering and Maintenance Show in San Francisco, give that added annual boost to your sales while enabling you to keep closely in touch – and very economically too – with what your rivals in the market are doing.

The market is there – there can be no doubt about that; California is itself an exporting State, experienced in international business. The market is not easy, and demands investment and intense cultivation; but the rewards for those who have conquered it are substantial.

ECGD backing for export contracts

LPG plants in Algeria

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the financing for the design, procurement and supply of machinery and materials, and associated engineering services for the construction of two LPG recovery plants and attendant facilities to be erected at Hessi Messaoud, Algeria.

The contract, valued at over £7½ million, is between Fluor (England) Ltd., of London and La Société Nationale Sonatrach of Algiers. The plants are expected to be commissioned and fully operational by the end of July 1972.

A loan, in excess of £6 million, is being made available by Kleinwort, Benson Ltd., acting on behalf of a consortium of British banks comprising the Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd. and National Westminster Bank Ltd., and is repayable over a period of seven years from the date of commissioning.

New Spanish refinery

THE EXPORT CREDITS Guarantee Department has guaranteed a £2·975 million credit to finance the design, procurement of machinery, equipment and materials, and all associated engineering and technical services, for the construction of an oil refinery to be erected at Somorrostro, near Bilbao, Spain.

The credit has been negotiated by Barclays Bank Ltd., with Refineria de Petroleos del Norte SA (Petronor) of Madrid. It is available for 85 per cent of United Kingdom goods and services and will be repayable over a period of eight years from the scheduled date of completion of the refinery.

The supply contract to be financed from the credit is worth £3·5 million. It is between Brefcon International Ltd. and Petronor, and was won in the face of strong international competition. The contract provides for Brefcon to design and supply machinery, equipment and materials; Foster Wheeler Ltd., will be responsible for inspection and engineering services. The refinery is scheduled for commissioning in July 1972, and is expected to produce an initial output of 5 million metric tons per annum.

RCA solid state devices and integrated circuits are being supplied by the RCA Electronic Components Division at Sunbury-on-Thames, Middlesex, in an export contract to the United States worth over a quarter of a million dollars. The Marine Division of Dymar Electronics Ltd. of Watford, Herts, is to market their new Model 822 FM VHF marine radiotelephone in North America exclusively through the Kelvin Hughes Division of Smiths Industries Inc. in America, under a contract initially worth over £100,000. Picture shows: Mr. J. S. Rzymowski, managing director of Dymar Electronics Ltd. (left) signing the contract presented by Mr. Ken Ketchner, manager of RCA Electronic Components Division.

Appointment to the Consumer Council

MR. ROY MASON, President of the Board of Trade, has re-appointed to the Consumer Council Professor A. L. Diamond, whose previous appointment to the Council expired on May 31, 1970. The re-appointment is for three years from June 1, 1970.

Notes:

The Consumer Council has 12 members, including the chairman, Lord Donaldson of Kingsbridge.

The members are appointed in a personal capacity and not as representatives of any organization or particular interest.

Professor Diamond served on the council from its establishment in 1963 until 1966 and again from 1967 to 1970.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 24.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	3 - Chloropropane - 1, 2-diol	As in previous column	December 31, 1970	6741
	Dimethyloctadienol, mixed 2, 6, 3, 5, 2- and 3, 7, 4, 6 3-isomers	3, 7-dimethyl-4, 6-octadien-3-ol and 2, 6-dimethyl-3, 5-octadien-2-ol	December 31, 1970	13449
29.22	Sodium 2-benzylsulphanilate	Sodium benzyl sulphanilate	December 31, 1970	13430
29.23	*tri*Sodium nitrilotriacetate	Sodium nitrile triacetate	December 31, 1970	13455

August Bank Holiday in 1972: correction

IN LAST week's issue of the *Journal*, page 1500, the date of the 1972 August Bank Holiday in England and Wales was printed as August 29. This should be August 28. The correct date was also given in the May 20 issue of the *Journal* (page 1377).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Prevention of Fraud (Investments) Act, 1958

THE 1970 EDITION of the annual publication containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1970, has been issued by the Board of Trade (*Particulars of Dealers in Securities and of Unit Trusts* 1970,' obtainable from HMSO, 49 High Holborn, London, W.C.1). It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Board, and of exempted dealers. Particulars of unit trust schemes authorized by the Board are also included.

THE FOLLOWING changes have taken place since January 31 in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958. The entries in the 1970 edition should be amended accordingly.

Licensed dealers

Additions

Anscon Limited, 3 South Place, Moorgate, London, E.C.2
Heller & Co. Limited, 72 Basinghall Street, London, E.C.2
Strathaird Securities Limited, 2 White Lion Court, Cornhill, London, E.C.3
Northern Commercial Trust Limited, Pall Mall Court, 61 King Street, Manchester
Ord Minnett, T. J. Thompson & Partners Limited, 17 Moorgate, London, E.C.2
Overseas Investors (London) Limited, Argyll House, 246/250 Regent Street, London, W.1
Eagil Trust Company Limited, 61 Grosvenor Street, London, W.1
Diploma Securities Limited, 161 Borough High Street, London, S.E.1
M. M. Gordon (trading as St. Martin-le-Grand Securities), 71 Baker Street, London, W.1
Alderman Securities Limited, Sutherland House, Brighton Road, Sutton, Surrey
Innes Segal and Company Limited, 15 King Street, London, S.W.1

Deletions

Unichem (Investments) Limited, Crown House, Morden, Surrey
Julius Baer International Limited, 38 Mincing Lane, London, E.C.3
Wakefield & Co., Westminster Bank Chambers, 77 High Street, Godalming, Surrey

Change of name

Dunbar Securities Limited has changed its name to Hope Jardine Securities Limited

Changes of address

Further Finance Limited, 75 Sussex Square, London, W.2
Yamaichi Securities Company Limited, Cereal House, 58 Mark Lane, London, E.C.3
Hume Management Services Limited, 18 St. Swithin's Lane, London, E.C.4
The Daiwa Securities Co. Limited, City Wall House, 84/88 Chiswell Street, London, E.C.1
Lonscot Securities Limited, 250/251 Finsbury Court, Finsbury Pavement, London, E.C.2

Correction of address

Fordham Securities Limited, Fordham House, 8 Upper Grosvenor Street, London, W.1

Exempted dealers

Additions

Discount Bank (Overseas) Limited, 128 Queen Victoria Street, London, E.C.4.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it' - Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Edward Bates Securities Limited, Cunard Building, Liverpool 3

Deletions

Jean Camille Fleury and Paul John Hoffmann (formerly partners in firm of Gerald Quin Cope & Co.)

Changes of address

First National City Bank, 34 Moorgate, London, E.C.2
Sagit Limited, 37 Upper Brook Street, London, W.1
Malayan Banking Berhad, 145 Moorgate, London, E.C.2
Hume Holdings Limited, 18 St. Swithins Lane, London, E.C.4
Birmingham Industrial Trust Limited, City Wall House, Finsbury Pavement, London, E.C.2

Change of name and address

Brick Investments Limited has changed its name to Brick & General Investments Limited and its address is now 5/6 Bucklersbury, London, E.C.4

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
*Salisbury House Management Company Limited, 241 Salisbury House, London Wall London, E.C.2	Mayflower General Units	Barclays Bank Trust Company Limited, 54 Lombard Street, London, E.C.3
*Salisbury House Management Company Limited, 241 Salisbury House, London Wall, London, E.C.2	Mayflower Growth Units	Barclays Bank Trust Company Limited, 54 Lombard Street, London, E.C.3
*Salisbury House Management Company Limited, 241 Salisbury House, London Wall, London, E.C.2	Mayflower Income Units	Barclays Bank Trust Company Limited, 54 Lombard Street London, E.C.3
*Family Fund Managers Limited, New Court, St. Swithin's Lane, E.C.4	The Family Fund	Lloyds Bank Limited, 71 Lombard Street London, E.C.3
*L.S. Fund Managers Limited, Canoe House, Monument Street London, E.C.4	The Talisman Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
*Friends Provident Unit Trust Managers Limited, 7 Leadenhall Street, London, E.C.3	Friends' Provident Units	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
*Investment Assured Securities Limited, 15 St. Helen's Place, Bishopsgate, London, E.C.3	Investment Assured Australia Fund	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2
Hill Samuel & Co. Limited,, 100 Wood Street, London, E.C.2	Fyvie Unit Trust	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2
Save & Prosper Group Limited, 4 Great St. Helen's, London, E.C.2	Save and Prosper Japan Growth Fund	The Governor and Company of the Bank of Scotland, P.O. Box No. 5, Edinburgh 1
Portfolio Fund Managers Limited 31 Gresham Street, London, E.C.2	Portfolio Capital Fund	The Governor and Company of the Bank of Scotland, P.O. Box No. 5, Edinburgh, 1
Dowgate Fund Managers Limited Dowgate Hill House, Dowgate Hill, London, E.C.4	Dowgate Fund	The Royal Bank of Canada, Trust Corporation Limited, Brewers Hall, Aldermanbury Square, London, E.C.2
J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, E.C.2	Schroder Recovery Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3
Target Trust Managers Limited, 16 Coleman Street, London.	Target Exempt Fund	Williams Deacon's Bank Limited, 38 Mosley Street, Manchester, 2
Founders Court Management Services Limited, Founders Court, Lothbury, London, E.C.2	Brown Shipley Unit Trust	Royal Exchange Assurance, Royal Exchange, London, E.C.3
Jascot Securities Limited, 21 Young Street, Edinburgh	Jascot International Growth Fund	The Royal Bank of Scotland Limited, P.O. Box 51, St. Andrews Square, Edinburgh

Changes

*The names of the following Schemes have been changed:

Westminster Hambro Capital Trust to National Westminster Hambro Capital Trust
Westminster Hambro Income Trust to National Westminster Hambro Income Trust
Westminster Hambro Growth Investment Unit Trust to National Westminster Hambro Growth Investment Unit Trust

*The name of British Industries Flexible Trust Fourth Portfolio has been changed to Allied Growth & Income Trust

*Midland Bank Executor and Trustee Company Limited is now The Trustee of The Investors Growth Fund in place of Royal Exchange Assurance.

The Trustees of the following five schemes have been changed from General Accident Fire and Life Assurance Corporation Limited to The Governor and Company of the Bank of Scotland:

Ebor Universal Growth Fund
Ebor Commodity Pensions and Charities Trust
Scotbor Growth Fund
Scotbor Income Fund
Charlotte Square Fund

The Trustee of Scotbor Balanced Fund has been changed from General Accident Fire and Life Assurance Corporation Limited to The Royal Bank of Scotland Limited

The Management Company of Charlotte Square Fund has been changed from Scotbor Securities Limited to Ebor Securities Limited and the name of this scheme has been changed to Ebor Financial Fund

The Managers to the following four schemes have been changed to Target Trust Managers Limited:

Target Consumer Fund from Target Consumer Fund Managers Limited
Target Equity Fund from Target Equity Fund Managers Limited
Target Financial Fund from Target Financial Fund Managers Limited
Target Growth Fund from Target Growth Fund Managers Limited

The Royal Bank of Canada Trust Corporation Limited has changed its address to 30-32 Ludgate Hill, London E.C.4

The Scottish Save and Prosper Group Limited has changed its name to Scotbits Securities Limited

The name of Britannia Top 300 Trust has been changed to Britannia General Fund

Hill Samuel & Co. Limited have changed their name to Hill Samuel Unit Trust Managers Limited

Note

The items marked with an asterisk were published originally in the *Board of Trade Journals* of March 11 and April 18, 1970, and should be incorporated in the current (1970) issue of the Particulars of Dealers in Securities and of Unit Trusts.

The Partnerships (Unrestricted Size) No. 2 Regulations 1970

THE PARTNERSHIPS (Unrestricted Size) No. 2 Regulations 1970 were made on May 28. Section 434 of the Companies Act, 1948, prohibits the formation of any partnership consisting of more than 20 members which has for its purpose the carrying on of business for gain. The regulations exempt from that prohibition partnerships formed for the purpose of carrying on practice as actuaries and consisting of persons each of whom is either a Fellow of the Institute of Actuaries or a Fellow of the Faculty of Actuaries.

The regulations were published on June 8 as SI 1970 No. 835. Copies may be obtained from HMSO, price 4d. or 8d. including postage.

Investment grant claims

CLAIMS FOR investment grant on eligible capital expenditure incurred during the quarter October 1 to December 31, 1969 will be accepted by Investment Grant Offices on and after July 1, 1970. Payment of grant on claims relating to expenditure incurred during the quarter July 1 to September 30, 1969 will begin on the same day.

The addresses of the offices are:

Ministry of Technology, Investment Grant Offices

Colman House, Victoria Avenue, Southend - on - Sea, Essex, SS2 6DU (Tel. (0702) 41341 and 41362; Telex 99288).

St. Peter's House, Stanley Precinct, Bootle, Lancs., L20 3LZ (Tel. 051-922 4030; Telex 627162).

24/26 Newport Road, Cardiff, CF2 1SY (Tel. (0222) 42611; Telex 49538).

Queensway House, West Precinct, Town Centre, Billingham, Teesside, TS23 2NF (Tel. (0642) 55367; Telex 58608).

Magnet House, Waterloo Street, Glasgow, C2 (Tel. 041-221 9833; Telex 77611).

Two new Courtaulds projects in Northern Ireland

ALMOST 1,000 NEW JOBS, over half for men, will be provided by Courtaulds in a major expansion of their already substantial stake in Northern Ireland. Through two of their subsidiaries Courtaulds are to invest several million pounds in new projects at Carrickfergus and at Newry, one of the areas for which special efforts are made by the Ministry of Commerce to create new employment.

At Courtalds plant at Carrickfergus a new warp knitting project is to be started by Furzebrooke Ltd. which is based at Aintree with factories also at Wrexham, Wolverhampton and Spondon, Derby. Furzebrooke, Europe's largest warp knitting company, will employ about 550 people within three years of starting production later this year. The Carrickfergus project which involves a fully integrated system of warping, knitting, dyeing and finishing will produce outer fabrics for both home and overseas markets.

The Newry project will be operated by Bairns-Wear Ltd. who already have a plant at Armagh. They are to take over a 70,000 sq. ft. Government factory which will employ almost 400 people in the manufacture of fully-fashioned knitwear. Production is expected to begin in mid-1971.

Industrial developments in Wales

WREXHAM FIRM EXPANDS AND MULTIPLIES

THE MINISTRY of Technology are to build a new factory of 27,000 sq. ft. at Wrexham for Therngladе Ltd. This was announced by Mr. George Thomas, Secretary of State for Wales, on June 3. Therngladе have a small unit in Wrexham employing 35 people at present. Within three years some 200 new jobs will arise, and when their plans are completed there will be 300 to 400 new jobs.

Therngladе Ltd. are a subsidiary company of the German manufacturers of Trix trains, and will greatly expand their present small scale manufacture of these models at Wrexham. They will also introduce new lines – dolls, educational toys and plastic foils for packaging. Much of the production is delicate assembly work, and could provide up to 80 jobs for men.

The factory, which is expected to be ready for occupation by the end of October, will be built by the Welsh Industrial Estates Corporation on behalf of the Ministry of Technology.

LONDON FIRM'S EXPANSION PROMISES 180 JOBS AT WREXHAM

MR. GEORGE THOMAS has announced that the Ministry of Technology are to build on their Wrexham Industrial Estate a new factory of 40,000 sq. ft. for Weddel Pharmaceuticals Ltd., of Wood Green, London, N.22. An area of over five acres has been taken initially and the erection of the factory has commenced. Provision has been made for further expansion of both the site area and the factory.

Weddel Pharmaceuticals at present occupy two separate factories in the London area. They have outgrown them and have in any case decided to rationalize their production facilities and to concentrate their operations on one site. After an intensive investigation of alternative sites throughout the country the company decided that the Wrexham area eminently meets their exacting requirements for the location of their new production unit.

The new factory is a highly sophisticated complex incorporating the latest manufacturing techniques for pharmaceutical and specialized fine commercial products. The final production stages are carried out in highly sterile conditions in specially constructed facilities as used in the current space research programmes and biological laboratories.

Weddel Pharmaceuticals are the largest manufacturers in the United Kingdom of heparin, used in the treatment of heart failure and also in kidney machines. They are also the largest manufacturers of pancreatin, a group of enzymes widely used for digestive troubles The company also supplies intermediate products for the manufacturing of hormones.

Weddel Pharmaceuticals are already engaged upon extensive work to expand their range of products as well as their volume of business which in 1969 went up by more than one third on the previous year. Weddel Pharmaceutjcals exported 48 per cent of their output last year, an increase achieved by managers' frequent sales journeys all over the world and representing an increase of 50 per cent over their export sales in the previous year.

They are a wholly owned subsidiary of the Union International Group of Companies. This very specialized factory is expected to be ready for occupation by May of next year and will be built by the Welsh Industrial Estates Corporation on behalf of the Ministry of Technology who will be providing financial assistance for the project.

Employment will be provided in due course for about 180 people, two-thirds of whom will be men.

NEW INDUSTRY FOR MERTHYR

MR. GEORGE THOMAS, announced on June 3 that S & L Cranes Ltd., are to begin the manufacture of overhead cranes designed for installation in factory buildings and steelworks at the Merthyr

(*Continued on next page*)

NEW INDUSTRY FOR MERTHYR, *continued*

Industrial Estate, Dowlais, Merthyr, Glam. S & L Cranes Ltd., is a new company which is being formed by three partners with extensive experience of all aspects of crane manufacture, servicing and installation. Operations will be carried on in an existing building on the Merthyr Industrial Estate which the new company will lease from the Merthyr Borough Council who purchased the Dowlais works from ICI Ltd., in 1962 for the purpose of attracting industry to their area. Already a number of firms, including several from the Midlands area, are established at Dowlais and some 500 people are now employed on the estate.

The company will also lease a site of four acres adjoining the building which will provide adequate room for future expansion. They will refurnish and equip the building with specialist machinery and will begin to recruit skilled electricians, fitters, welders and other craftsmen almost immediately. They were influenced in their decision to locate their operation at Dowlais by the availability of skilled recruits due to redundancies which have recently been declared in the area. Employment is expected to be provided for about 20 men initially and this will be steadily increased as the firm becomes established and production is built up to meet the level of orders already obtained and in prospect.

DITB new appointments

THE DISTRIBUTIVE Industry Training Board have announced the names of the men who will head the training drive in five of the Board's 13 regional centres.

Mr. Robert Alexander Brown, a senior executive with Dorothy Perkins Ltd., is to be Senior Principal Area Training Adviser for Scotland. His home is in Crieff, Perthshire. The Principal Area Training Advisers are:

Scotland (West). Mr. James C. Duncan at present general manager of a dry cleaning multiple in the West of Scotland.

Wales. Mr. Billy Morgan at present a training manager with the Road Transport ITB.

East Anglia. (Cambridgeshire, Norfolk, Suffolk, Huntingdonshire and Ely), Mr. Ian T. McLeod at present secretary and training development officer with the Drapers' Chamber of Trade.

South West. (Gloucestershire, Wiltshire, Somerset, Devon, Cornwall and Dorset), Mr. Ian F. Angus, a manager with W. H. Smith & Son.

West Midlands. (Warwickshire, Shropshire, Worcestershire, Staffordshire and Herefordshire), Mrs. Jean Elizabeth Hughes, at present senior training manager for Lewis's Ltd., in Birmingham.

The Board is negotiating for regional offices for these advisers and an announcement will be made as soon as they are ready for opening.

Other advisers are to be appointed within the next few months to complete the coverage of the whole of the country. The aim is to make training advice readily available to firms in the distributive industry wherever they may be.

Cheque—cashing facilities abroad

HM TREASURY announce that a statutory Instrument was laid before Parliament on May 29 which will enable travellers to make use of the Eurocheque scheme.

The Exchange Control (Purchase of Foreign Currency) Order 1970 (SI 1970/789 obtainable from HMSO) gives a limited exemption from certain requirements of the Exchange Control Act to enable holders of cards issued by the United Kingdom banks specified to cash sterling cheques abroad within the limits notified by the issuing bank. The Order imposes the condition that the foreign currency obtained must be used for genuine travel expenditure and not for transactions of a capital nature.

Dual pricing in decimal shops

THE LATEST ISSUE of the Decimal Currency Board's newsletter, published on May 27, reports that according to a recent Board survey dual pricing in shops will be less common than expected earlier and that the majority of shops which adopt this practice will do so only for a short period before they change to decimal trading. The Board says that whether or not to dual price is a matter for each business to decide for itself.

Traders who are interested in training courses for themselves or their staff are advised in the newsletter to approach their local colleges of education very soon. Unless they do this they will run the risk of finding later on that training courses are fully booked or are of the wrong type for their needs.

The newsletter announces that large (30 ins. by 20 ins.) display versions of the shoppers' table are now on sale from HMSO, price 1s. each, with reduced prices for quantities, and that limited quantities of a special newsletter issue dealing with conversion tables are available from the Board, price 5s. for a minimum order of 20. It corrects a misunderstanding that the Board will be putting on sale other sizes of the table.

The newsletter also includes the text of the Chancellor of the Exchequer's recent statement about the sixpence, a summary of the Board's report on the coin's future, and the text of a statement subsequently made by Lord Fiske, chairman of the Board, in which he said that the future of the sixpence was now in the hands of Britain's retailers.

Decimalization—'Ten steps to D-day'

A NEW publication, *Ten Steps to D-Day* to help ease the changeover to decimilization for Britain's shop-keepers has been published by the Distributive Industry Training Board, is a 32-page illustrated booklet being sent out free of charge to nearly 30,000 levy-paying firms which come within the scope of the Board.

A limited supply of extra copies of the booklet are available from the DITB, free of charge.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	May 12, 1970	
1,077,461	Regie Nationale des Usines Renault	Automobile vehicle drive arrangements.
1,077,462	Regie Nationale des Usines Renault	Automobile vehicle drive arrangements.
1,081,526	Standard Telephones & Cables Ltd.	Housing assembly for circuit boards.
1,113,156	Gevaert Agfa NV	Process for the manufacture of highly polymeric polyesters.
1,121,696	Gevaert Agfa NV	Development of light sensitive silver halide material.
1,141,591	Gevaert Agfa NV	Recording information with silver halide emulsion or 2-component diazo-type material.
1,147,030	Glaverbel	Glazing units.
1,149,628	Regie Nationale des Usines Renault	Sun visors for vehicles.
1,154,222	Regie Nationale des Usines Renault.	Production of cast iron parts.
1,155,852	Regie Nationale des Usines Renault	Improvements in reference devices for tools of cutting, stamping and swaging presses.
1,156,974	Regie Nationale des Usines Renault	Air-conditioning of vehicles.
	May 15, 1970	
827,101	Jaguar Cars Ltd.	Valve operating mechanism for internal combustion engines.
962,626	Arthur Goddert and Wilhelm Goddert	Forceps.
981,482	Ishikawajima-Harima Jukogyo K.K.	Rotary compressors or gas motors.
987,386	Etablissements Merlin & Gerin	Current limiting fuse with a strike pin.
997,988	The Trane Company	An improved condenser.
1,037,739	The Trane Company	Air humidifier.
1,044,773	The Dow Chemical Company	Curable composition of copolymers of ethylene and alkyl acrylates.
1,051,901	Volkseagenwerk A.G.	Change speed gear mechanism provided with automatic control.
1,056,220	Union Special Co.	Sewing machines.
1,061,357	The Trane Company	Air-conditioning system.
1,107,937	Etablissements Merlin & Gerin	Current limiting fuse.
1,117,796	The Trane Company	Air heating furnace.
1,154,197	Kugelfischer Georg Scherger & Co.	Hydraulic master cylinder.
1,154,382	Union Special Co.	Methods and means for stitching or sewing flexible fabrics.
1,160,224	Gevaert Agfa N.V.	Thermographic process.
1,171,252	Plysn Products Ltd.	Vented closure members.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patent Office.

Proceedings under Section 36 of the Patents Act, 1949

NOTICE IS HEREBY give that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on May 15, 1970:

Number	Grantee	Subject-Matter
901,182	Allmann Svenska Elektriska Aktiebolaget	Automatic gauge control systems.

Aviation and Shipping

North West England Advisory Committee for Civil Aviation

MR. ROY MASON, President of the Board of Trade, has appointed Mr. F. A. Grout as chairman of the North West England Advisory Committee for Civil Aviation until December 31, 1970, to fill the vacancy created by the death of Mr. J. B. Lancaster on April 7, 1970.

Notes:

Mr. F. A. Grout has been a member of the North West England Advisory Committee for Civil Aviation since August 1968. He is Regional Secretary of North Western Region of Confederation of British Industries.

Regional Advisory Committees for Civil Aviation have the statutory function of advising the Air Transport Licensing Board on air transport service licensing matters for 'A' or 'B' licensed flights (mainly scheduled services and inclusive holiday tour traffic) to or from their area. They also have a non-statutory function of considering and advising the Board of Trade on any other civil aviation matters which may affect their area. Members of these committees are not appointed as representatives of any special interest but are drawn from industry, commerce, local government and trade unions so as to provide a wide background knowledge of the committee's area and its problems.

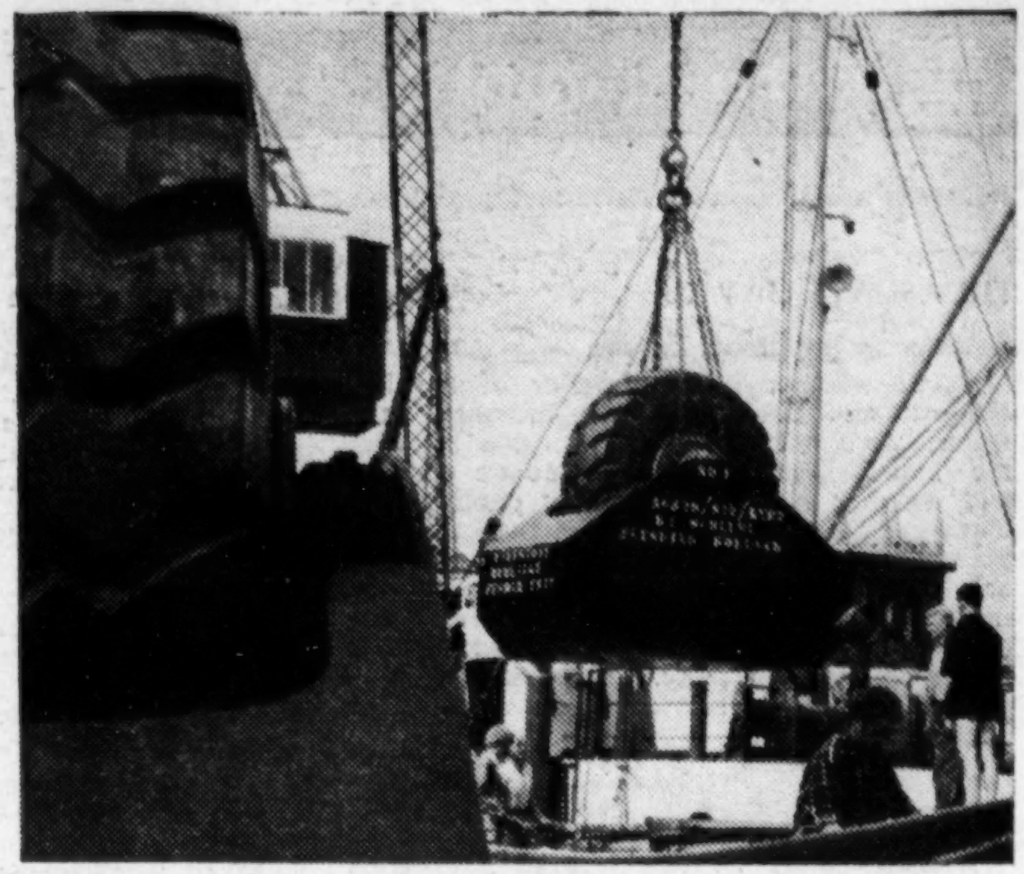
In the White Paper *Civil Aviation Policy* (Cmnd. 4213) which was presented to Parliament in November 1969, the Government accepted the recommendations of the Edwards Committee on the Civil Air Transport Industry that the Advisory Committees should be discontinued and their functions transferred to the Regional Economic Planning Councils. The Advisory Committees will, however, remain in being until new legislation setting up a Civil Aviation Authority can take effect and their work will not be any less important during this interim period.

Air transport and travel industry training levy order

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has approved proposals submitted by the Air Transport and Travel Industry Training Board for a levy on employers within scope of the Board equal to 3.8 per cent of their payroll in each of the two years commencing April 6, 1969 and April 6, 1970 in the case of British air carriers (including the air corporations) and 2.0 per cent of their payrolls in the same periods for the remainder of the industry. Travel agents, and those providing package tours are to be exempt from any levy until April 1, 1971. This is the effect of an Order (SI 1970. No. 782. HMSO, price 1s. net), made by Mrs. Castle and laid before Parliament on May 28 which came into operation on June 3, 1970.

The levy will be used to make grants for systematic training and development schemes; for training over a wide range of specific occupational areas including clerical staff, airline flying instructors, student professional pilots, air traffic control staff, aircraft tradesmen, fire and rescue staff, managers and supervisors, training instructors, air cabin crew etc.; research and group training. Grant due will be set against the final levy instalment, and only the balance will be payable.

Provision is made for employers to appeal to independent tribunals against assessment.



Two £2,500 rotating fenders, designed for dockside use and made by Firestone Burleigh, the Marine division of the Firestone Tyre & Rubber Company, for the new floating dock under construction in the De Schelde shipyard at Vlissingen (Flushing), Holland. Similar fenders are already in use in Southampton Docks and many other important docks and harbours including Osaka, Capetown, Bombay, Melbourne, and the St. Lawrence Seaway.

Since the introduction of the new STC range of mobile radiotelephones in October 1968, 20 United Kingdom overseas airlines have ordered the 'Star' vehicle and 'Starphone' pocket equipments. Among the international airlines to order the equipment are BEA, BOAC, Pan Am, and KLM. It will be used as an aid to passenger, cabin and baggage handling and for general services at a number of international airports. Equipment supplied to BOAC and Pan Am will be used on Pier 7 in Terminal 3 at Heathrow from which the Boeing 747 operates. Pan Am have been using Star installations at Heathrow for service in connection with the Boeing 747 since January when the jumbo jet first operated from London. They are also using Star systems at Amsterdam, Lisbon, and Prague air ports.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MAY 28

Balance of payments figures

Asked whether the Chancellor of the Exchequer was aware that the monthly trade figures were not consistent with the basis of the figures published in Economic Trends, and whether he would consider publishing a monthly statement showing imports and exports on a balance of payments basis that was consistent with the quarterly figures published in Economic Trends, Mr. Roy Mason, President of the Board of Trade replied that he had been asked to reply. The balance of payments figures in the two statements were entirely consistent.

British trade policy

Asked whether he would make a progress report on British trade policy since the second meeting of the United Nations Conference on Trade and Development, Mr. Mason replied: 'We have taken an active and constructive part in all UNCTAD's continuing work. We strongly support early agreement on the implementation of a system of generalized preferences and continue to play a leading role in discussions of commodity arrangements.'

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology, answered questions on industrial development in South-West Durham and in Merseyside and Furness.

Mr. Varley was also asked to set out for each of the years 1964-65 to 1969-70 the amount spent on differential assistance to the development areas, in assistance under the Local Employment Acts, building and investment grants, regional employment and selective employment premiums, expenditure on training and derelict land clearance and other measures; and to estimate expenditure under these headings during the present financial year. He gave the following information:

Cost of metrication

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked to estimate the gross cost of metrication, leaving possible savings out of account. He answered that attempts to make a meaningful estimate had been made, but it had proved impossible to separate the cost of the adoption of metric units from the cost of other changes undertaken at the time to modernize equipment, designs and measurement practices. The Government had accepted the view of industry that the adoption of the world system of units would benefit our balance of payments and trade and education, but these benefits could not be quantified.

FRIDAY, MAY 29

British films quota

Asked whether the President of the Board of Trade had decided the level of quota of British films to be shown by exhibitors during the year beginning January 1, 1971, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that the President had decided to accept the advice of the Cinematograph Films Council and to leave the exhibitors quota at 30 per cent for first feature films and 25 per cent for supporting programme for the year beginning January 1, 1971.

Scottish export trade

In reply to a Member who asked if he would seek to provide increased investment incentive designed to extend Scotland's trade overseas, Mr. Varley said: 'I see no reason to increase the 40 per cent rate of investment grant payable in Scotland and the other development areas to the manufacturing sector which makes the greatest contribution to overseas trade.'

Industrial development

Mr. Varley answered questions about industrial development in the Merseyside Development Area and in South-West Durham.

Cost of preferential Government Assistant to Development Areas (and former Development Districts)
(£ millions)

	1964-5	*1965-6*	*1966-7*	*1967-8*	*1968-9*	*1969-70(†)*	*1970-71* (Estimated)
Payments of assistance under the Local Employment Acts*	27·3	29·1	43·3	43·7	50·7	58·4	71·1
Of which Building Grants amounted to	(5·4)	(9·7)	(12·6)	(16·7)	(17·5)	(21·5)	(20·7)
Investment Grants Differential (estimated(‡)	—	—	—	72	84	96	110
Regional Employment Premium (estimated)	—	—	—	34·5	103	109	106
Selective Employment Tax, Additional Payment (estimated) -§)	—	—	—	—	25	28·6	7
DEP Assistance to Industrial Training (excluding Government Training Centres)	—	Neg.	0·8	0·9	2·5	4·3	4·4
Highland and Islands Development Board	—	0·1	0·1	1·5	2·0	2·6	3·0
Refund of SET to Hotels in certain rural parts of Development areas	—	—	—	—	0·5	1·8	2·0
Development Commission Loans to small Hotels	—	—	—	Neg.	0·4	0·8	0·9
Free depreciation	3	45	25	4	Neg.	—	—
Total	30·3	74·2	69·2	156·6	268·1	301·5*	304·4
(Rounded)	31	75	70	157	268	302	304
Clearance of derelict land (‖)	0·5	0·4	0·5	1·0	1·3	1·8	2·4

These figures refer to estimated payments
* Offers of assistance under the Local Employment Acts in 1969-70 (a more up-to-date indicator than payments) rose to £82·9 much of which will result in payments in later years. On the basis of these commitments total preferential assistance in 1969-70 amounts to £326·5 million.
(†) Latest provisional figures
(‡) The regional differential element in investment grants shown here (not the total amount of investment grants to the DAs) replaces the previous system of free depreciation and plant and machinery grants. Expenditure arising from free depreciation continued under transitional arrangements until 1968-69
(§) The SET additional payment was withdrawn outside development areas from the beginning of 1968-69 and was withdrawn altogether from the beginning of 1970-71
(‖) Total grants to local authorities in development areas on clearance of derelict land. It is not possible to give differential figures for this expenditure

AVIATION AND SHIPPING

THURSDAY, MAY 28

VTOL services

A Member asked Mr. Anthony Wedgwood Benn, Minister of Technology if he was satisfied as to the readiness of the British aircraft industry to meet demands for expanded inter-city vertical take-off services in Great Britain and Europe. 'No such services are to be expected for many years,' replied Mr. Benn, 'but the British aircraft industry, at the request of the Ministry of Technology, has produced extensive studies of inter-city vertical take-off aircraft. No decision on a project is likely for several months yet.'

Cammell Laird

Asked to make a statement on the reorganization of the firm of Cammell Laird following the recent intervention by his department and the Industrial Reorganization Corporation, Mr. Harold Lever, Paymaster General, said: 'The IRC is giving urgent consideration to the reorganization of this company.'

FRIDAY, MAY 29

Grants for shipowners

Mr. Eric Varley, Minister of State, Ministry of Technology was asked what was the total expenditure incurred in the most recent annual period for which figures are available in providing investment grants for British shipowners to build ships abroad. He answered: '£41 million for the 12 months ending March 31, 1970.'

WORLD-WIDE SALES FOR LANGUAGE COURSES

Dr. A. George Lehmann (above left), managing director of the Linguaphone Institute, welcomed delegates to an international two-day conference in London at the end of May to discuss future development of the Linguaphone markets overseas. More than 30 franchisees, representing 25 countries from as far apart as Japan, Kenya, Europe and South America, heard that Linguaphone products, produced exclusively in Britain, were now being sold in 61 overseas countries. The general overseas manager, Mr. Conrad Jaschke (seated above), later told the conference that the sales abroad of home study courses were now available in a range of 34 different languages and accounted for 82 per cent of the institute's total production of this product. More than three million of these language courses had now been sold world wide.

New Books

What to Read on Exporting, by D. W. Bromley. (96 pages. The Library Association, 7 Ridgmount Street, London WC1E 7AE. 15s. (75p); SBN 85365 072 1). With the publication of the third edition of this bibliography compiled by Mr. Bromley of the Sheffield City Libraries, exporters once more have available a reasonably up-to-date guide to the considerable range of books and pamphlets which can assist them in their work. The previous edition, published in 1965, has been considerably enlarged, and there are now over 500 entries. The emphasis is on publications dealing with the mechanics of exporting, and with the problems which must be faced in individual markets or in exporting particular commodities. The entries are arranged under subject headings such as finance and insurance, marketing and sales, packaging, trade fairs and exhibitions and under geographical areas such as Middle East, Australia and New Zealand, EEC and EFTA. Much of the literature directed at exporters is issued by organizations which are not primarily publishers, so that many items listed are not easily obtained through booksellers. Mr. Bromley eases the task of acquiring such items by providing a directory of publishers' addresses. Items published up to the end of June 1969 are included, and within that limitation and the restrictions of scope specified by Mr. Bromley, the coverage is good. One significant item omitted is the House of Commons Estimates Committee report, *Promotion of Exports* (HMSO, 1968. £2 6s. (£2.30). House of Commons paper 365, session 1967/68), although the publication containing departmental observations on the report is included as item 48. There have been changes affecting several statistical and other serials since the bibliography went to press, and more up to date entries for these items will be included in the bibliography in the 1970 edition of the Board of Trade *Export Handbook number* 1, now in preparation. A few entries which were inaccurate at the time of compilation may be noted here. Item 472, the United Nations publication *Direction of International Trade*, has been superseded by *Direction of Trade*, issued monthly, with an additional annual issue, by the International Monetary Fund and the International Bank for Reconstruction and Development as a supplement to *International Financial Statistics*, and available through HMSO for an annual subscription of £4 3s. 6d. (£4.17½). *Bendien's International Review* (item 479) merged some years ago with *British Export Gazette* (item 483), of which no issue later than September 1968 has apparently been published. The note concerning the availability of *Overseas Business Reports* (item 280) from the Board of Trade Statistics and Market Intelligence Library should make it clear that it is only single copies of individual reports that can be obtained in this way, at a price of 2s. (10p) per copy. Subscriptions for the whole series must be placed with the United States Government Printing Office (zip code 20402, not 20401 as shown on page 86). There are a few minor errors, such as Mohotière for Mahotière in item 99, Organization for European Co-operation and Development for Organization for Economic Co-operation and Development in items 81 and 279 (and in the index entry on page 94), *Planning*, vol. XXV for *Planning*, vol XXX in item 54. Such minor mistakes do not lessen the value of the bibliography to exporters or to librarians who can use it as a guide to the provision of books on exporting in their libraries. In spite of the addition of some 25 per cent more entries compared with the previous edition, the price has increased by only one shilling.

There is evidence to suggest that there is growing anxiety, in the Soviet Union in particular, to keep abreast of Western technology and this should mean increasing opportunities for exploiting technology with the Russians and with the other countries in Eastern Europe. The Eastern European Trade Council has just published **Licensing in Eastern Europe.** (4 pages. Available free from the East European Trade Council, 6/14 Dean Farrar Street, London SW1). The two main purposes of this document are, firstly, to underline the importance to British companies of exploiting in Eastern Europe their technology and industrial property rights through licensing arrangements; and secondly, to describe briefly the nature of protection available in Eastern Europe for the industrial property rights of Western enterprises, and in the process to remove certain misconceptions that exist as to the extent and nature of such protection.

The Sterling Area, the Commonwealth and World Economic Growth, by J. O. N. Perkins. 2nd edition. (136 pages. Cambridge University Press. 18s. (90p) SBN 521 07854 7). First published in 1967, the major change in this edition is the '1969 Postscript' of 16 pages which discusses some of the principal trends shown in trade and payments in the years 1966-68. It also deals with the implications of the important agreements of 1968 among the sterling area counties and the complementary agreements between Britain and a group of non-sterling countries.

People, Shops and the 70s, by Jennifer Tanburn. (154 pages. Lintas Special Projects, Lintas House, New Fetter Lane, London EC4. £12). To point out that the structure of British retail trade is changing rapidly is commonplace: what Miss Tanburn has attempted to do in this study is to analyze the forces and trends at work so as to forecast the further changes which are likely to take place during the next five years. She tackles the problem from both sides, first looking at the present day consumer market and its observable tendencies. One chapter describes such recent developments as out-of-town shopping centres, pedestrian shopping precincts, and covered shopping centres. The second half of the book is a survey of the distributors' side – the supermarket and variety store chains, specialist multiples, the co-operatives, voluntary groups, markets and the independents. The two final chapters present the author's conclusions on trends through the mid-70s, and discuss the implications and opportunities for manufacturers of the growing power and efficiency of retailers.

Men in Mid-Career: a Study of British Managers and Technical Specialists, by Cyril Sofer. *Cambridge Studies in Sociology* 4. (376 pages. Cambridge University Press. Clothbound £3 10s. (£3.50) SBN 521 07788 5; paperback 22s. (£1.10) SBN 521 0960 5) deals with the problems of men aged 35-40 who have invested half a work-life in one type of career and may now be at a turning point. It is at this stage that they come to realize the implications of the commitments they have made during the last 15-20 years. By this time their personal reputations rest mainly with one employing organization and it is difficult for them to leave unless they take a bold step involving great risks and far-reaching implications for their families, homes and types of life. They realize that if there is to be a fundamental change in their lives this is probably their last chance to effect it. The author provides a comprehensive review of the literature on the subject emanating from the United Kingdom and United States and goes on to report on a detailed study of representatives samples of managers and technical specialists in two large United Kingdom firms. From the point of view of the senior management of these organizations, these men are resources to be used in the pursuit of economic strategies. From the point of view of the man, his career is one of the central organizing themes of his life and is the way in which he defines himself to other people. Middle age is the time at which both the employer and the individual reconsider whether the classifications which have been built up of the individual can be sustained. The book juxtaposes the viewpoints of senior management and the man whose career is simultaneously a building block in a task-centred system and the repository of his identity.

A Plain Man's Guide to Industrial Market Research. (11 pages. Institute of Practitioners in Advertising, 44 Belgrave Square, London SW1. 5s. (25p). This booklet is a simple introduction to industrial market research in question and answer form, covering subjects such as the value of industrial market research, the methods used, the time and cost of surveys, and advice on the selection of research companies. It will be particularly useful to firms which are considering the use of industrial market research agencies for the first time.

There are now a number of directories giving information about hospital suppliers and hospital equipment. The oldest is that section of *The Hospitals Yearbook 1970* (Institute of Hospital Administrators, 75 Portland Place, London W1N 4AN. £6 7s. 6d. (£6.37½), titled **Directory of Hospital Suppliers and Guide to Hospital Purchasing.** This is a very comprehensive 300-page listing of firms which cater for the needs of hospitals, classified under 57 broad groups of the services, equipment and supplies in which they specialize. Reference to the various broad groups is through a very full subject index which directs the inquirer via a simple alphabetical coding to the names of the firms which make the equipment required. More recently, **Hospital and Surgical Supplies.** 3rd annual edition, 1968-69 (112 pages. Available free from Business Dictionaries Ltd. (E. Dept.), Sell's House, East Street, Epsom, Surrey) has been published, and this lists alphabetically under specific trade headings, equipment, contractors and suppliers in the field. It also has an alphabetical list of firms together with an index of classified trade headings. As a free service to holders of the volume, the publisher will try to trace a particular contractor or supplier, or the maker of a branded product which cannot be found in the directory. **British Hospitals, Home and Overseas,** 1968-69 edition. (140 pages. Sponsored by the British Hospitals Export Council and the Hospital Centre, 24 Nutford Place, London W1) is aimed more particularly at the export market, so besides giving case histories of recently completed projects, it gives lists of architects, consulting engineers and building and engineering contractors who are working on hospital projects overseas. There are also 60 pages of advertisements for various types of hospital equipment. The latest comer in the field is **British Hospital Equipment. Section 1.** (108 pages. Philip King Ltd., 54/55 Wilton Road, London, SW1. £1.) Section 1 has just been published and Section 2 which will deal with medical electronic equipment, orthopaedic apparatus, services and systems and fittings and furnishings, should be available before the end of the year. It is proposed to revise the material in both parts at appropriate intervals. The section now published deals with equipment for operating theatres, X-ray and radio therapy: general medical and surgical equipment and sterilizers and disposables are also included. Numbered entries are made in each part under the name of the firm supplying the equipment. The products are well illustrated and described but the coverage is selective. There is an index which shows clearly the contents of the whole of Section 1 at a glance, but the index approach within each part is still by firm rather than by subject. The directory is not, at this stage, so large that this is a handicap: it is compiled throughout in four languages, Spanish, German, French and English, and each part is preceded by a set of Readers' Reply Service postcards.

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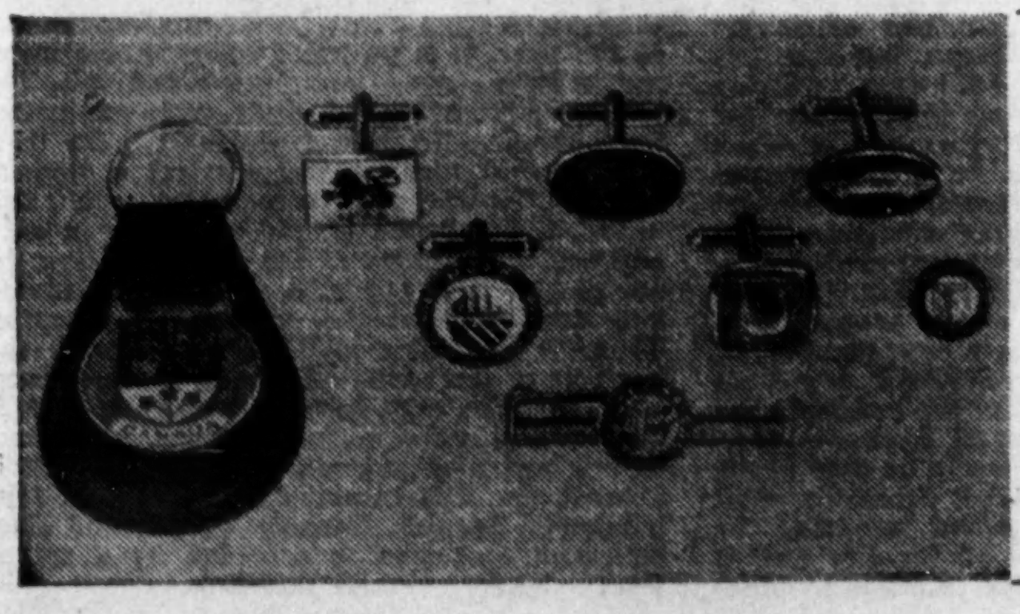

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
June 25	Miscellaneous stores	The County Hall, Botchgergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle (Tel. 26292).

Plant and equipment; vehicle spares; extending ladders; rescue and first aid equipment; wooden boxes; electronic and electrical equipment; machine tools including bench and tool grinders; hand presses; guillotines; bending rolls; lathes; flex drives; roller benders, etc.; beds; various chairs, tables, desks, etc.; rugs; carpets; mats; towels; haversacks; kitchen and dining utensils; crockery; manila, sisal and wire rope and large quantities of other general stores.

June 30-July 1	Miscellaneous stores	No. 2 Building (adjoining Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Plant and equipment; generators; alternators; induction meters; transformers; oscilloscopes; electrical equipment including, power supply units; voltmeters; supply unit testers; ammeters, etc.; rescue equipment; extending ladders; Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; welding shop; deck watches; navigators wrist watches; towed rotary sweeper; electric ranges; Morris J2 and other vehicles spares; machine tools; scrap rubber and textiles; clothing including trousers; shirts; jerseys; shoes; pyjamas; tunics, etc.; household and office furniture; kitchen equipment and large supplies of other general stores.

July 8	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Bedford fire tenders and 950 gall. refueller; 1-ton Austin truck; Commer van (diesel); excavator conversion, etc; aircraft and vehicle spares; electrical equipment; X-ray equipment; portable diathermy equipment; Solarton oscilloscopes; photographic equipment; engineers tools; generators; machine tools; prismatic binoculars; parachute canopies; straps; fittings; and packs; scrap leather, rubber, webbing and mixed rags; kilts, sporrans, purses; aluminium kitchen utensils; cutlery, crockery, etc.; canvas sheeting and tentage; drawers; trousers; vests; shirts; raincoats; raincoat linings; furniture and large assortment of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

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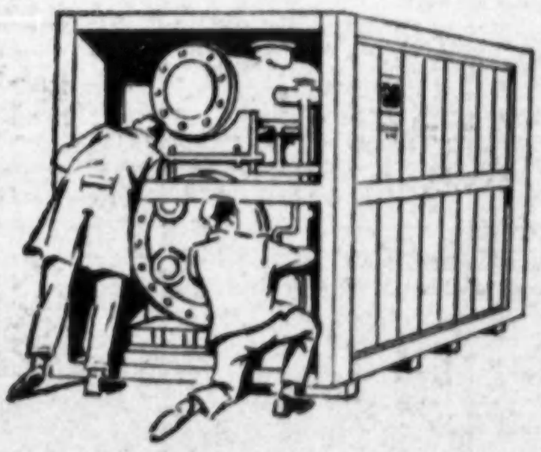


Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21.757	20.125	20.125	11 372	4.916	1 055	1.020	944	1.752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1970															
1st quarter		125 p				103									-41
1969															
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									
March		127 p				103									
April						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,365	£ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	150	-309
1969	117	124 p	131·8	5·4	125·0	115·9	197·4	535	200		167	169	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	544	176	24,363	158	146	-113
2nd quarter	104	125	125·0	4·3	119·5	112·5	185·8	541	185	24,321	158	142	-109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	547	189	24,276	161	154	- 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	532	202	24,31o	160	159	- 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	519	202	24,277	169	167	68
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	547	200	24 205	168	173	135
4th quarter	117	124 p	133·7	5·1	127·3	118·0	201·6	544	199		169	177	140
1970													
1st quarter	122 p	125 p	136·2	5·0	130·1 p	120·4 p	208·9	561	192		172	180	
1969													
November	117	124 p	133·5	5·4	127·5	117·9	200·8	538	197		168	179	
December	117	124 p	134·4	4·7	128·4	118·6	205·0	550	200		170	177	
1970													
January	120 p	127 p	135·5	5·0	129·4	119·5	206·5	558	195		167	182	
February	118 p	126 p	136·2	4·9	130·0	120·5	209·4	557	192		172	174	
March	122 p	125 p	137·0	5·1	130·8 p	121·2 p	210·9	567	188		176	185	
April			139·1	5·6	130·5 p	121·6 p	211·2	567	188		181	187	
May								561 p	187 p				

† Not seasonally adjusted. ‡ Including re-exports

Retail sales in April

AFTER ALLOWING for seasonal influences, the volume of retail sales in the three months ended April was little different from the level which has prevailed since the middle of 1969.

There was little change in the volume of sales by any of the four principal groups of businesses between the three months ended January and the three months ended April.

The significance of the level of sales in April itself is hard to determine: allowance must be made for Easter falling in March this year, and sales will also have been influenced by the cold and wet weather in April. After adjusting for Easter and for the normal seasonality of April, sales by food shops and durable goods shops were somewhat lower than the average level of the first quarter, and by clothing and footwear shops somewhat higher.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 2nd quarter	102	101	103	102	102	103
3rd quarter	103	102	104	104	106	103
4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
1969-70 Nov.-Jan.	103	103	103	103	104	102
Feb.-April	103	103	103	104	104	102
Percentage increase	—	—	—	—	—	—
1969 October	103	103	103	102	105	102
November	103	102	103	105	106	102
December*	103	103	103	103	105	102
1970 January	103	104	102	102	102	103
February	104	103	105	106	108	103
March*	103	103	102	102	104	101 r
April	103	102	103	104	101	103

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

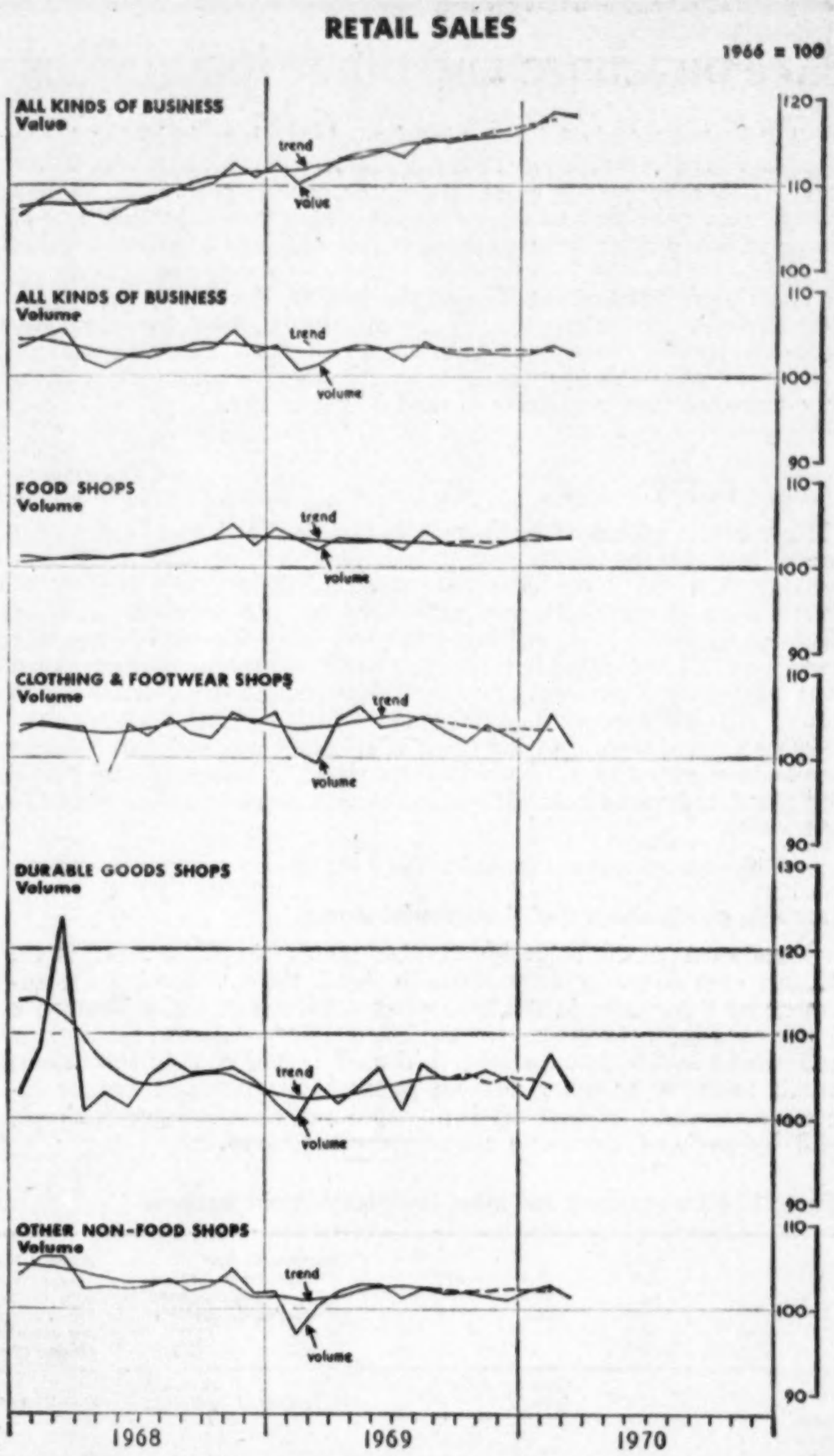
	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968 2nd quarter	107	106	108	106	106	109
3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
1969-70 Nov.-Jan.	117	118	116	113	115	117
Feb.-April	119	120	118	115	117	119
Percentage increase	2	2	2	2	2	2
1969 October	116	117	115	112	116	117
November	116	116	116	114	117	116
December*	116	118	115	113	115	116
1970 January	117	119	116	112	115	118
February	119	119	119	117	120	120
March*	118 r	120	117	113	116	118 r
April	119	119	118	116	116	120

r = Revised following receipt of later information.

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by April 1970 sales was the four weeks from April 5, 1970 to May 2, 1970, the corresponding period in 1969 was from March 30, 1969 to April 26, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.



United Kingdom official reserves during May

HM TREASURY announce that during May, the United Kingdom official reserves rose by £3 million to stand at £1,153 million at the end of the month.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

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Quarterly at 7s. 6d. a year post free:

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A complete list of titles in the Production Series was last published in the *Board of Trade Journal on March* 18 *on page* 736.

Service and Distributive Series:

Monthly at £2 a year post free:

Food Shops for April 1970
Clothing and Footwear Shops for April 1970
Durable Goods Shops for April 1970
Miscellaneous Non-food Shops for April 1970.

Hire purchase and other instalment credit business in April

NEW INSTALMENT CREDIT extended by finance houses in the three months ended April, after allowing for seasonal effects, was 2 per cent more than in the preceding three month period. A similar comparison for the instalment credit business of durable goods shops shows a 3 per cent increase in the seasonally adjusted value of sales.

Total debt outstanding to finance houses, durable goods shops and department stores rose by £6 million in April in seasonally adjusted terms. Some at least of this reflects recalculation of customers' outstandings where under the 1969 Finance Act, interest payments are now due gross instead of net of tax.

Finance houses

New credit advanced by finance houses in April was 14 per cent more than in the same period last year, an increase somewhat greater than the 9 per cent rise, recorded in the first quarter of 1970. Both comparisons are influenced by the subdued level of business in the early months of 1969, following the 1968 November measures. Credit extended for new and used cars during April was higher by 7 per cent and 6 per cent respectively than in April 1969; with the exception of caravans, which showed a 17 per cent decrease, there were also increases in all other categories of finance house business, with particularly large rises for industrial and building plant and equipment (35 per cent), and commercial vehicles (27 per cent).

Durable goods shops and department stores

Instalment credit sales by durable goods shops in April were 12 per cent more in value than in April 1969, following the increase of 8 per cent in the first quarter. Furniture shops showed a 9 per cent increase on a year earlier, not very different from their experience in the first quarter. A rise of 13 per cent in instalment credit business by other durable goods shops reflected similar increases in credit sales in April by radio and electrical goods shops, and by gas and electricity showrooms combined.

Other instalment credit retailers

Instalment credit sales in April by general mail order houses, which account for the greater part of the credit business of this group of retailers, were 17 per cent more in value than in April 1969. This followed a very small increase on a year earlier in March. The series is a volatile one and will have been affected by the early date of Easter.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8
1970 1st quarter	247	60	187	249	- 2

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt £ million		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	-137		*100*		-84		*93*		-51	
1967	- 46		*111*		-15		*94*		*-30*	
1968	31		*115*		26		*102*		2	
1969	- 26		*105*		-21		*94*		- 5	
1966 1st quarter	-11	- 4	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	8	-17	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-52	-49	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-82	-67	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-59	-56	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-18	-39	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	11	13	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	20	36	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	24	28	129	*128*	25	24	111	*120*	1	4
2nd quarter	2	-22	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	5	8	113	*112*	7	9	96	*99*	1	—
4th quarter	—	17	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-20	-17	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	-16	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	- 4	- 1	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	- 9	8	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	- 8	- 2	112	*111*	—	- 1	94	*101*	5	2
1969 November	—	1	93	*104*	- 4	- 2	116	*98*	3	—
December	- 6	8	85	*122*	-13	5	115	*97*	4	—
1970 January	- 7	- 2	100	*111*	- 7	- 3	94	*98*	1	2
February	1	1	110	*114*	3	1	99	*105*	- 2	—
March	2	- 1	125	*109*	4	1	90	*100*	- 4	—
April	17	6	136	*122*	17	5	93	*99*	—	1
3 months ended January 1970	-13	5	92	*112*	-24	—	109	*98*	8	2
3 months ended April 1970	16	6	124	*115*	24	7	93	*101*	- 6	1
Percentage increase			34	*2*			-14	*3*		

Table 3. Hire purchase and other credit instalments outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240								
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28								
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804								
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1 035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1 069	1,069	1,063
	1970	1,056	1,057	1,055	1,072								
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215								
GRAND TOTAL	1966	1 419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,35 1	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1 205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1 278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287								

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
1970 1st quarter	126 r	9 r	94	8	100	3	90	1	208 r	11 r	67	4
1969 November	186	5	116	—	146	4	167	1	323	8	127	12
December*	184	2	115	3	185	4	217	—	280	2	171	- 8
1970 January	115	7	94	7	117	—	89	6	167	10	60	4
February	136	19	99	14	98	9	92	1	233	28	61	11
March*	128 r	2 r	90	5	89	—	90	- 3	221 r	1 r	78	1
April	140	12	93	12	114	—	107	5	243	17	81	— 4

(*Continued on next page*)

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

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HIRE PURCHASE—*Continued*

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (Excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops(¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	- 3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
1969 November	116	—	128	3	99	- 3	110	-10	96	- 5	89	- 1	104	- 8	134	5	104	2
December*	115	3	132	11	96	- 7	91	- 8	101	- 4	106	—	96	- 8	132	11	116	9
1970 January	94	7	101	10	86	3	85	2	80	5	74	13	86	- 1	108	8	99	22
February	99	14	111	16	87	10	76	13	83	15	87	24	80	7	118	13	102	17
March*	90	5	102	5	74	6	79	- 4	74	11	77	22	72	3	105	2	86	8
April	93	12	106	11	75	14	89	11	80	9	85	10	75	9	106	13	83	13

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.
r Revised following receipt of latest information.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
1969 November	93	-10	72	-28	86	- 7	117	3	62	-24	71	—	88	-17	105	2	115	-18	119	- 9
December	85	8	56	- 8	75	20	115	20	43	15	60	5	98	-12	95	- 7	117	- 9	138	22
1970 January	100	4	87	11	85	1	128	6	57	18	71	15	78	-24	107	5	127	- 7	154	10
February	110	14	94	7	104	9	137	10	71	20	100	21	112	81	113	32	106	—	151	32
March	125	8	118	7	114	4	162	10	82	3	125	- 5	84	- 8	133	16	114	7	158	19
April	136	14	123	7	126	6	180	27	100	8	141	-17	110	16	143	35	115	19	171	33

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Trends in invisible transactions

NET INVISIBLE EARNINGS in the first quarter of 1970 are provisionally estimated at £112 million, compared with an average quarterly rate of just over £140 million during 1969. Total credits fell from £1,054 million in the fourth quarter to £1,031 million in the first quarter, mainly because of lower income from overseas investments. Total debits increased slightly with Government transfer payments (mainly grants under the aid programme) higher than in recent quarters.

Earnings on United Kingdom direct investments abroad were estimated to be nearly £10 million lower in the first quarter of 1970 than the quarterly average during the second half of 1969. This was probably due in part to increasing costs combining with slower growth in some areas to reduce profit margins, although this series is subject to erratic quarterly fluctuations. Oil receipts in the first quarter were also low compared with 1969.

Credits from private services maintained the high level reached in the fourth quarter of 1969 (£670 million) and debits increased slightly. The small excess of travel credits over debits was little changed between the fourth and first quarters. With the removal of the currency restrictions, expenditure on foreign travel moved ahead, but there were offsetting increases in expenditure in the United Kingdom by larger numbers of foreign visitors. Revenues of United Kingdom airlines and disbursements in the United Kingdom by overseas airlines remained buoyant in the first quarter, but corresponding rises in costs and expenditure abroad meant that there was little net change in the civil aviation account from the quarterly surplus rate of about £10 million maintained during 1969.

Notes

A more detailed discussion of invisible transactions in 1969 was contained in the previous article in this series, published in the *Board of Trade Journal* on March 11, 1970.

Invisibles

£ million

	1967	1968	1969	1969† 1st qtr.	1969† 2nd qtr.	1969† 3rd qtr.	1969† 4th qtr.	1970† 1st qtr.
CREDITS:								
Private services:								
Shipping:								
Freight and fares	630	767						
Time-charter payments	46	57						
Disbursements of overseas shipping	120	131						
Total	796	955	931	232	230	232	237	240
Civil aviation:								
Fares, freight, etc.	152	178						
Disbursements of overseas airlines	47	57						
Total	199	235	285	66	71	72	76	75
Travel	236	282	355	82	88	90	95	98
Other services:								
Financial and allied	152	224						
Films and television	49	46						
Royalties, etc.	79	104						
Miscellaneous	469	521						
Total	749	895	997	236	245	254	262	258
Total, private services§	1,980	2,367	2,568	616	634	648	670	671
Interest, profits and dividends‡:								
Direct investment	438	569	628	144	168	153	164	150
Portfolio investment	145	164	159	38	40	39	42	40
Oil and other	386	364	526	153	124	140	124	122
Total	969	1,097	1,329	335	332	332	330	312
Private transfers	135	147	149	36	37	38	38	37
Government services	36	45	46	11	9	10	16	11
Total credits	3,120	3,644	4,092	998	1,012	1,028	1,054	1,031

	1967	1968	1969	1969† 1st qtr.	1969† 2nd qtr.	1969† 3rd qtr.	1969† 4th qtr.	1970† 1st qtr.
DEBITS:								
Private services:								
Shipping:								
Freight and fares	283	333						
Time-charter payments	172	202						
Disbursements abroad	325	360						
Total	780	895	898	224	223	225	226	228
Civil aviation:								
Freight, fares, etc.	82	103						
Disbursements abroad	90	103						
Total	172	206	242	56	61	61	64	65
Travel	275	271	329	77	80	83	89	94
Other services:								
Films and television	22	22						
Royalties, etc.	67	87						
Miscellaneous	277	322						
Total	366	431	481	118	118	122	123	124
Total, private services§	1,593	1,803	1,950	475	482	491	502	511
Interest, profits and dividends‡:								
Direct investment	216	330	292	68	71	75	78	77
Portfolio investment	91	105	115	26	30	26	33	35
Oil and other	293	340	422	93	108	117	104	106
Total	600	775	829	187	209	218	215	218
Transfers:								
Private	197	225	236	55	58	63	60	60
Official	188	179	174	51	40	45	38	48
Government services	312	328	331	81	79	83	88	82
Total debits	2,890	3,310	3,520	849	868	900	903	919
NET BALANCES:								
Private services§	+387	+564	+618	+141	+152	+157	+168	+160
Interest, profits and dividends	+369	+322	+500	+148	+123	+114	+115	+ 94
Private transfers	- 62	- 78	- 87	- 19	- 21	- 25	- 22	- 23
Government transfer payments	- 188	- 179	- 174	- 51	- 40	- 45	- 38	- 48
Government services	- 276	- 283	- 285	- 70	- 70	- 73	- 72	- 71
Net invisible balance	+230	+334	+572	+149	+144	+128	+151	+112

† Seasonally adjusted
‡ An alternative breakdown is:

	1967	1968	1969	1969† 1st qtr.	1969† 2nd qtr.	1969† 3rd qtr.	1969† 4th qtr.	1970† 1st qtr.
Credits:								
Private sector	913	1,059	1,288	325	322	323	318	301
Public sector	56	38	41	10	10	9	12	11
Debits:								
Private sector	370	502	458	103	107	126	122	128
Public sector	230	273	371	84	102	92	93	90
Net balance:								
Private sector	+683	+557	+830	+222	+215	+197	+196	+173
Public sector	- 174	- 235	- 330	- 74	- 92	- 83	- 81	- 79

§ Including public corporations.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Vehicle production in April

THE MINISTRY of Technology have announced that in the four weeks ended May 3, 1970 recorded car production averaged 34,190 a week, rather less than in the corresponding (five week) period last year. Commercial vehicle production averaged 9,835 a week, a little higher than in 1969. However, as in March, the direct comparison of the average weekly rates in the two years is less valid than usual due to the incidence of the Easter holiday break.

On a seasonally adjusted basis (which makes allowance for the effect of the Easter holiday) total car production, again significantly reduced by industrial disputes, was about the same in April as in March. Export production showed a further small fall but this was offset by a rise in home market production. In the three months February-April, when output was much more seriously affected by industrial disputes, total car production, seasonally adjusted, was 11 per cent lower than in the three months November-January. Export production fell by 13 per cent and home market production fell by 9 per cent.

On a similar seasonally adjusted basis, commercial vehicle production, reduced to a lesser extent than in March by industrial disputes, rose significantly in April. The rise was due almost entirely to higher output for the home market. With a higher incidence of industrial disputes in the latest three month period, total production, seasonally adjusted, showed a fall of 13 per cent in February-April compared with the preceding three months; export production was down by 17 per cent and home market production by 11 per cent.

Table 2. Production — **Seasonally adjusted**

Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·3	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	142	77	65	39·1	23·4	15·7
2nd quarter	145	74	71	39·6	22·9	16·7
3rd quarter	147	76	71	39·3	22·7	16·6
4th quarter	137	71	66	37·2	22·0	15·2
1970 1st quarter	140	77	63	38·3	23·1	15·2
1969 January	161	91	70	43·9	26·5	17·4
February	146	79	67	40·6	24·1	16·5
March	120	60	60	32·8	19·5	13·3
April	142	74	68	40·4	23·8	16·6
May	142	68	74	38·2	21·6	16·6
June	150	78	72	40·1	23·3	16·8
July } Average	152	77	75	40·7	23·3	17·4
August } Average						
September	139	75	64	36·6	21·5	15·1
October	133	65	68	31·6	19·1	12·5
November	141	70	71	40·7	23·4	17·3
December	138	78	60	39·3	23·4	15·9
1970 January	158	88	70	44·9	27·2	17·7
February	136	76	60	36·5	23·0	13·5
March	127	68	59	33·4	19·0	14·4
April	128	71	57	38·7	24·2	14·5
Average of:						
Nov. 1969-Jan.	146	79	67	41·6	24·7	16·9
Feb.-April 1970	130	72	58	36·2	22·1	14·1
Percentage change	*-11*	*-9*	*-13*	*-13*	*-11*	*-17*

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522.013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1.013,163	802,773	34,922	409,186	259,331	149,855	7 869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6 410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,056	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205 864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245 936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426 099	222,182	203,917	30,436	120,571	70.142	50,429	8,612
1970 1st quarter	13	436,512	237.413	199,099	33,578	115,251	68,798	46,453	8,865
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21 536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62.565	52,249	28,703	33,340	19,759	13,581	8.335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835

Production of man-made fibres in April

THE VOLUME of production of man-made fibres in April was 15 per cent more than in April, 1969. The seasonally adjusted figures have been revised to take account of the seasonal pattern during 1969.

Total production by weight of man-made fibres in April was 11 per cent more than in April 1969. Output of continuous filament was 8 per cent more and staple fibre 14 per cent more.

Man-made fibre production Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1968 4th quarter	313·0	139·1	173·9
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
1969 January	107·6	50·5	57·0
February	96·4	45·0	51·4
March	108·8	48·3	60·5
April	104·7	46·3	58·3
1970 January	110·8	48·4	62·4
February	100·3	43·2	57·1
March	112·5	48·2	64·3
April	116·3	49·9	66·4

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213

	Actual	Seasonally adjusted
1968 4th quarter	215	217
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Fabrics in Crimplene being exported to North America by Henry Stuart (Fabrics) Ltd., Oadby, Leicester, are currently earning more than £1 million a year. Here with part of the latest consignment are (right to left) Mr. H. S. Clarfield, managing director; Mr. J. S. Cross, sales director; Mr. C. Burton, chief technician. Destined for Montreal and Toronto, the fabric – enough to make dresses in Crimplene for more than 50,000 Canadian women – was flown out recently in a chartered aircraft. Henry Suart (Fabrics) Ltd. are also exporting substantial quantities of fabrics in Crimplene to Denmark, Switzerland, Sweden, Norway and Holland.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended April 25, 1970:

Distributors' earnings submitted	£	£
High cost films	784,287	
Low cost films:		
Eligible (after multiplying by 2½)	46,643	
Not eligible for 2½ times rental	2,063	
		832,993
Films of less than 3,000 ft. (after multiplying by 2½)		26,130
		859,123

Levy collections paid to Agency by HM Customs and Excise to May 11, 1970, together with an estimate of collections approximately covering entertainments of four weeks ended April 25, 1970 £392,800

The sixth interim allocation for the thirteenth distribution period will be at the rate of 42 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday June 5, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Julius Caesar	Br/E 34867	117	June 4	Commonwealth United Entertainment (UK) Ltd.	Folio Films Ltd.
Movietone News 2139	Br/E 34677	8	June 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2139A	Br/E 34678	8	June 5	" " "	" "
				FOREIGN	
Beneath the Planet of the Apes	F 34865	94	June 3	Twentieth Century-Fox Film Co. Ltd.	Apjac Productions Inc. and Twentieth Century-Fox Film Corp.
Arizona Colt	F 34866	103	June 4	Ranworth Film Services Ltd.	Leone Films, Rome, and Orphee Films, Paris

Office development permits in the first quarter of 1970

THE MINISTRY of Housing and Local Government announce that the total floor area for which office development permits were issued in the first quarter of 1970 was higher at 3·2 million square feet than in the fourth quarter of 1969 when the total was 3·1 million square feet. It was however only about nine-tenths of the quarterly average total floor area of permits in the whole of 1969.

After deduction of relinquishments of existing offices and of permits for the continuing use of existing offices, included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use, of 2·4 million square feet. This compares with 2·3 million square feet in the last quarter of 1969 and is slightly less than the average quarterly potential addition to office space for the whole of 1969 which was about 2·5 million square feet.

This series of statistics was introduced in the *Board of Trade Journal* of September 27, 1968, and the most recently published article appeared in the *Journal* of March 4, 1970.

Table. Office development permits – regional totals

	Total			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.		Number of Permits	Thous. sq. ft.	
		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished		Gross	Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—						
2nd quarter	179	4,484	1,701	156	3,787	1 611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6	—	—	—
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—	—	—	—
4th quarter	108	3,135	748	94	2,601	741	9	277	—	5	257	7	—	—	—
1970 1st quarter	100	3,238	668	91	2,797	668	9	441	—	—	—	—	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969, this change was extended to the areas of the Metropolitan Region outside Greater London.

Modification of control. From April 1, 1969, office development permits are in most cases no longer needed for development within the curtilage of an industrial building for which an industrial development certificate is issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurnation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965, as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

Robert Hough

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Letters of appreciation

Below is a selection of extracts from letters of appreciation received from United Kingdom companies by official posts overseas and the Export Services Division of the Board of Trade.

RUMANIA

On behalf of my Association I would like to thank you most sincerely for the great assistance we received from you and members of your Embassy during the recent Exhibition in Bucharest.

The success of an event of this kind is very largely dependent on the calibre of the visitors it attracts, and we are most conscious of the fact that the high standard in this case was entirely due to the efforts of your Embassy.

R. H. C. Foxwell, president,
Scientific Instrument Manufacturers' Association of Great Britain.

ZAMBIA

Having at last returned to England after completing the Mission to Africa of the British Pump Manufacturers Association, I am writing on behalf of the Members of the Mission to thank you for all the help which you gave us.

The considerable amount of preparatory work which you and your staff did prior to our visit certainly produced the right contacts for us, and the continual assistance which your staff gave us during the time that we were in Zambia was one of the principal factors contributing to the success of the Mission.

J. Denis Jopling, export manager,
Varley-FMC Ltd.

CANARY ISLANDS

I would like to take the opportunity of thanking you for the very courteous manner in which you received me in connection with my interest in meeting Mr. ————. Thank you also for arranging for your interpreter to accompany me on my visit.

As you no doubt already know, Mr. ———— was interested in our equipment and has placed a sample order with us. I am hoping that this will lead to further business at a later stage.

B. J. Brown, managing director,
Bernatone Ltd.

JAPAN

Thank you very much for your letter in which you enclosed documents concerning various Japanese companies. I find these to be extremely useful and I do appreciate your providing this information.

I would also take this opportunity of thanking you for the courtesies you extended to me and my colleagues when we were in Japan, and I confirm that once we have completed our negotiations I will advise you accordingly.

F. Humphries, general manager, Unit Handling Division,
GEC-Elliott Mechanical Handling Ltd.

AUSTRALIA

I would just like to take this opportunity of expressing our gratitude for your very valuable assistance in securing the sale of an HS 125. I feel sure that the finalization of this sale will lead to further purchases of British aircraft in Western Australia.

T. T. Anderson, contracts, airliners,
Hawker Siddeley Aviation Ltd.

VENEZUELA

Thank you very much indeed for your letter outlining the rules and regulations governing miniaturized transmitters as used in intruder alarm systems in Venezuela.

The very clear and comprehensive information you have provided has been passed on to the manufacturer concerned and we must thank you once again for your help in obtaining this information.

I. W. Hughes, section engineer,
Technical Help to Exporters, British Standards Institution.

AUSTRIA

We have pleasure in referring to the visit of our representative Mr. J. C. Rinckel on February 2.

We thank you for the kind welcome you have extended to Mr. Rinckel and we are most grateful for the valuable information which you gave to him. This information will help our parent company in Birmingham to establish better contacts in Austria.

J. C. Rinckel,
Holden Europe, France.

SPAIN

I would like to thank you very sincerely for all the preparatory work you have done on my behalf in the Bilbao area and to say how refreshing it was to come across somebody who really knows their market.

Whilst I appreciate that the time available for my visit to Bilbao was terribly short, I did nevertheless manage to get a great deal done and this was entirely due to your efforts.

J. Weston, export sales manager,
Richard W. Carr & Company Ltd.

GREECE

I thank you most sincerely on behalf of my company for the most professional manner in which you have tackled our problem. The information with which you furnished us has enabled us to formulate a marketing policy.

We are most grateful for the schedule which was attached to your letter and will be writing to each of the companies in the very near future giving information on our products.

I know that the tasks of a Commercial Attache are many and I once again thank you most sincerely on behalf of my company for the effort and time you have expended on our interests.

W. W. Forrester, export sales,
Wheway Watson Ltd.

FEDERAL REPUBLIC OF GERMANY

Thank you so much for your extremely helpful letter of January 28, enclosing lists of journals, manufacturers and medical institutes, and for all the research that must have been done in order to help us.

Shirley Barnett, director,
PR Projects.

BALTIMORE, UNITED STATES

You will be glad to know that I picked up good orders from the two calls on Friday. I am pleased with the result and must thank you most sincerely for your help and efforts on my behalf.

George A. Evans, chairman,
G. A. Evans (Tweeds) Ltd.

UNITED STATES IMPORTER

Through your efforts and those of the Export Services Division of your Board of Trade in Great Britain, we are pleased to have filled our needs at present for fine quality British merchandise. Would you be so kind as to pass on our thanks to the Board of Trade.

Because of your courtesy and efficiency, and that of the Board of Trade and all the company representatives we spoke to and corresponded with, we have decided that we should like to represent British firms exclusively. We shall therefore be in touch with you when expansion dictates our need for additional lines of merchandise. We hope, meanwhile, our efforts prove worthy of the courtesy and interest you have shown.

Fay N. Zachary,
Fay N. Zachary & Associates, Washington,

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Exhibitions and Fairs

A British Engineering Week in Western Australia

A report from the British High Commission, Perth

WESTERN AUSTRALIA occupies nearly one-third of Australia's three million square miles yet, until the sixties of this century, its development was retarded by isolation and a shortage of people and capital. During that decade Western Australia – 'The State on the Move' – changed its pace from the slowest to the fastest growing Australian state.

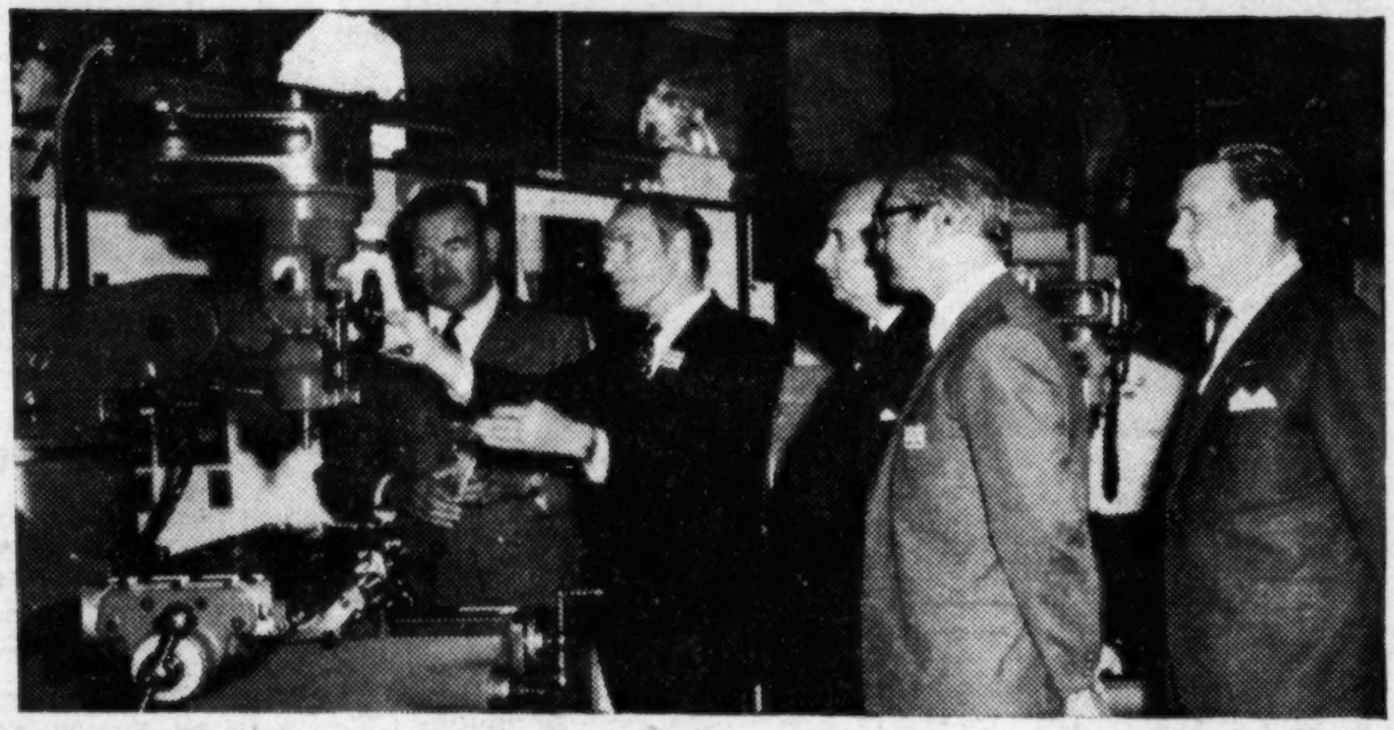
The new growth has been evident in population, agriculture, industry and commerce, but the most dramatic development has been the massive investment by Australian and overseas companies in the mining and prospecting of Western Australia's vast deposits of marketable minerals. The flow of investment has been welcomed by the State Government from all sources and directed by near-visionary politicians and dedicated officials. This activity in the mineral field has brought concomitant development in the processing, manufacturing and servicing industries. The seventies are expected to bring continuing progress, especially in mineral extraction processes and the technology which accompanies them.

In mid-May of the first year of this promising decade Perth, or rather the engineers, purchasing officers, businessmen, technicians and officials of Perth and Western Australia, saw the first British Engineering Week in the continent. The declared aim of British Engineering Weeks is to bring together technical experts from the United Kingdom and the host country in order to promote technical co-operation between them, and partial achievement of this aim was already guaranteed by the association of the organizers and sponsors, who included the London Chamber of Commerce. the Board of Trade, the British High Commission, the Australian and New Zealand Committee of the British National Export Council, the University of Western Australia, the Western Australian Institute of Technology and the Western Australia Division of the Institution of Engineers.

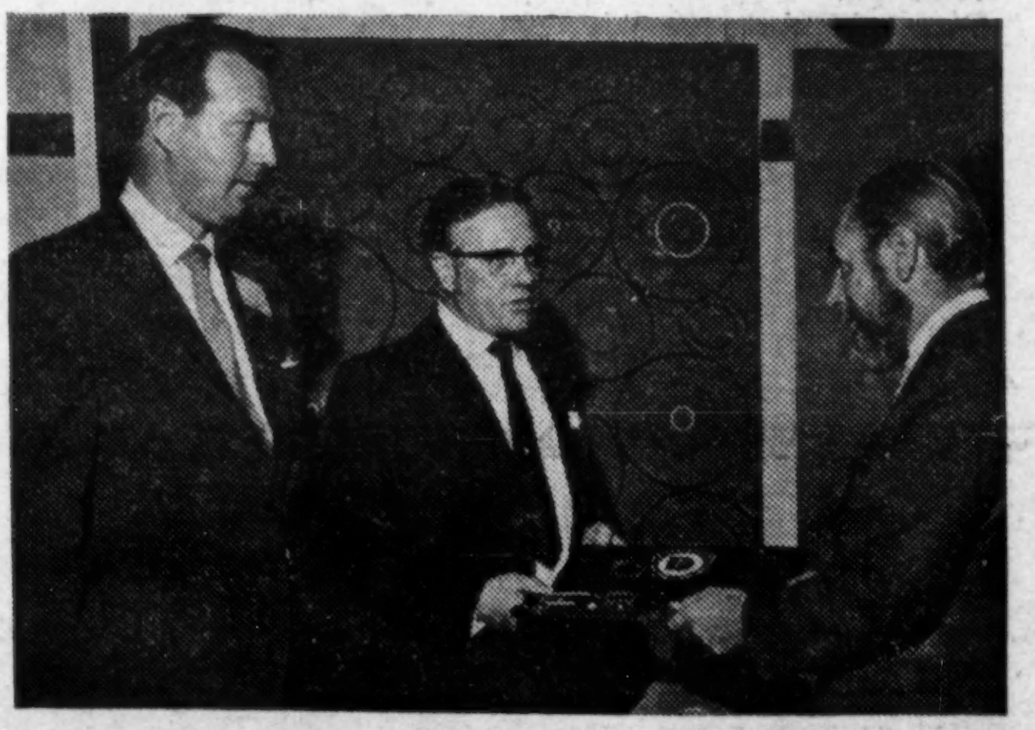
The Week, which was held in the beautiful surroundings of the University of Western Australia, was opened by Mr. T. E. Wardle, Lord Mayor of Perth, in the presence of the Vice Chancellor, Sir Stanley Prescott, the British Deputy High Commissioner, Mr. A. H. Birch, and a distinguished audience drawn from the State Government and Opposition, industry, the Armed Services, the Consular Corps, academics and representatives of many other interested bodies. A programme of 16 lectures by experts on specially selected technical subjects including construction techniques, electricity generation, mining, water resources, metal extraction, chemical manufacture, materials handling, highways, artificial breakwaters, port development, air transport, computers and special aspects of engineering and associated mathematics, formed the basis of this event. Most of these talks, of course, demanded expertise in their hearers and the audiences drawn by them to the University physics building were distinguished by their appropriateness rather than by their size. The whole series of lectures drew close on a thousand of these specialized listeners. There is no doubt that the lecturers, most of whom were visitors from Britain, were addressing exactly those Western Australians to whom their efforts were directed.

The Undercroft of the University's Winthrop Hall housed a selection of about 30 exhibits which supported the lectures. British companies and their Australian associates and agents mounted displays and demonstrations covering machine tools, mining plant, air transport, construction chemicals, mineral extraction, heavy transport, communications, publishing, data processing, materials handling, conservancy, power generation, water treatment, scientific instruments, pumps, power tools and office equipment which drew more than 5,000 visitors including the Governor of Western Australia, HE Major-General Sir Douglas Kendrew.

Benefits to British exporters from this British Engineering Week are not capable of immediate assessment, although it is expected that some overtures will materialize as written business. What we can be sure of is that this event took the tide on the flood and chimed with current Western Australian concern with technological progress.



A milling machine exhibited on the Adcock & Shipley stand at the British Engineering Week in Perth engages the attention of (left to right): HE Major-General Sir Douglas Kendrew, Governor of Western Australia; Mr. H. Copley, William Adams & Co. Ltd.; Mr. A. H. Birch, British Deputy High Commissioner; Mr. W. A. Badcock, William Adams & Co. Ltd.; Mr. L. K. Hurley, British High Commission.



Visiting British joint venture stands at exhibitions in Europe and the United States. Left: A group of buyers discuss products and prices on the Leicester Chamber of Commerce stand at the Pirmasens footwear fair in the German Federal Republic. Right: Mr. Howard G. Bird, executive vice-president, Dowty Corporation, Arlington, Virginia, looks on while Mr. H. A. Drew, sales director, Dowty Seals Ltd., explains to Mr. Alan Rothnie (right), HM Consul-General, Chicago, the line of seals they are now introducing to the American market. Reports on both fairs, which the British participants are confident will lead to solid results, were published in the May 27 Journal.

Upsurge in domestic demand reflected at French Machine Tool Exhibition

by B. J. Stenning, British Embassy, Paris

FOR THE first time in years at the recent Bi-annual Machine Tool Exhibition in Paris the question as to how things had gone did not provoke the usual shrug of the shoulders and air of gloom. Whereas at the International Show last year people were moderately satisfied, on this occasion – a predominantly French occasion – everybody was beaming. One French agent, representing half a dozen British firms, reported orders taken for almost every British machine on show, including a verbal order from a well-known office equipment manufacturer for three numerically controlled drilling machines. Another, representing a German manufacturer of sawing machines, had had a similar experience.

The general satisfaction was due to the sense of a widespread, almost unexpected, domestic demand indicating the fact of renewed capital investment in France. The state of the machine tool industry in any country that has one acts as a general industrial pointer and long delays in delivery are beginning to appear amongst French manufacturers who, for the most part, have full order books. This obviously presents British firms with a challenge and an opportunity. One well-known manufacturer of lathes whose deliveries are under six months took advantage of this and booked 15 orders on his stand. It needed the catalyst of this exhibition to bring home to both exhibitors and visitors facts that perhaps had been read in the press but which had not been directly experienced.

It must be emphasized that this was essentially a French show, and that the majority of visitors were French. The few foreign visitors observed were mainly Japanese, Swiss and a few from South America. Orders taken, therefore, and the many inquiries received were therefore almost wholly of French origin. Almost all of the thirty-odd British firms were showing on their agents' stands. Only two were showing under their own names.

All stands showing British machine tools or ancillary equipment were visited and all expressed satisfaction. One or two, following their experience in June last year, were pleasantly surprised. This goes as much for machines as for accessories such as cutting tools, drills and so on which, though more highly priced than those of many of their competitors, are selling on quality.

All this is good news and is not confined to the machine tool sector alone. French industrial needs are growing and evidence is provided by recent orders and inquiries received. In the mechanical handling field alone one recent order totalled £145,000, and an inquiry for similar equipment for the new airport to be built at Roissy near Paris totals £300,000.

The message to all is take advantage of the present momentum of the French investment programme. We have got away to a good start in the spring and should finish well away in front at the end of the winter.

Importation of exhibits for BA '70

THE PRESIDENT of the Argentine Republic, General Juan Carlos Ongania, has signed a Presidential Decree authorizing certain special arrangements for the importation of exhibits for the British Industrial Exhibition to be held in Buenos Aires from November 5 to 15.

Under the terms of the Decree all the exhibits to be shown at the Exhibition and all the materials required for its construction may be imported free of all duties, taxes and levies, with the minor exception of a small statistics programme levy. If the exhibits are sold, the normal duties and taxes applicable to imported goods will apply to these transactions.

If, however, the exhibits are not sold, or are special prototypes or models not intended for sale, they may be re-exported from Argentina free of all duties and taxes at any time within nine months of the exhibition. Authority also has been given under the Decree for the duty-free importation of publicity material and a quantity of foodstuffs, drink and tobacco for consumption on the exhibition site.

In the case of the British Industrial Exhibition held in Sao Paulo, Brazil, in March 1969, over 80 per cent of the exhibits intended for sale were in fact sold and it was estimated that the exhibition resulted in £15 million of additional export business.

The exhibition, which it is estimated will cost over £1 million, will be held in the show grounds of the Sociedad Rural Argentina, Palermo, Beunos Aires, and will be the largest British Industrial Exhibition to be held overseas in 1970.

British premium manufacturers return to New York

A report from the British Trade Development Office, New York

Good prospects for British merchandise, taking an increasingly large share of United States premium business, were reported at the end of the New York Premium Show. Discussing premium offers of goods from Britain are (left to right): Mrs. and Mr. P. S. Lynton, Lyntone Recordings Ltd.; Mr. A. Tout and Mr. William Witt, CBS Special Products Division; and Mr. B. S. Greenberg, Lyntone Recordings,

THE THIRTY-SECOND Annual New York Premium Show was held in the New York Coliseum on May 4-7. Eleven British manufacturers participated in this, the premier show of its kind in the United States. Although the British participation was smaller than in 1969 what may have been lacking in quantity was well made up in quality and there can be no doubt that American buyers who visited the British stands were left in no uncertainty about the seriousness of British intentions and the competence of their representatives.

The Coliseum was, as usual, fully filled by stands exhibiting a wide range of merchandise reflecting the growing sophistication of premium activities in the United States. Indeed, the visitor might well be forgiven for leaving the show with the impression that almost any merchandise could now be obtained somewhere as a premium offer.

The 11 British stands were no less varied in their appeal. China, cutlery, table linen and a wide selection of metal and leather gift items were all strongly represented as were books and other printed novelties, and even phonograph records conveying a premium message.

The British exhibits were once again well located on the third floor of the Coliseum and displayed an attractive harmony often lacking elsewhere in the show. The highlight of the British area was, however, the availability of English tea – in bone china cups and saucers – served by an attractive young Nell Gwynn in period costume. It was clear that many American visitors found it difficult to decide whether they preferred the tea to Miss Gwynn or vice versa.

Uncertainty as to the future direction of the United States economy, although intensifying competition, has not dampened the optimism of the United States premium industry, which expects a 10-14 per cent growth in 1970 over 1969. Last year approximately $4,100 million was spent on incentives broken down as follows:

21 per cent for sales incentives; 20 per cent for trading stamp redemptions; 11 per cent dealer premiums; 10½ per cent business gifts; 9½ per cent each for consumer liquidators and sweepstakes; 18½ per cent on other consumer premiums.

It has been calculated that the premium business has grown to such proportions that each individual in the United States will in 1970 receive the equivalent of almost $40 (at retail) in premiums of all kinds.

British products are taking an increasing share of this business. During the past year British chinaware was heavily advertised as a premium offer from gas stations and banks. Interest in china remained strong at the show.

British participants reported strong inquiries for their lines which will be followed up in the coming months. In short, a highly satisfactory follow-up to the success of the initial participation in the New York Premium Show in 1969.

Book exhibition for Argentina

A BRITISH Council Exhibition of some 500 books suitable for classroom libraries or book-corners will be shown in Argentina this summer and continue to tour throughout the year. The books, which are not school textbooks, have been chosen by Miss Edith Moorhouse, formerly County Officer for Primary Education in Oxfordshire. Miss Moorhouse visited Argentina last year at the invitation of the Argentine Government, to advise on education reform in their primary schools. One of her recommendations was that every classroom should contain a carefully selected collection of books.

The exhibition includes sections on books for teachers, reading and literature, and information and reference books. The works of over 80 British publishers are represented.

'Disappointing' British participation at Yugoslavia's biggest agricultural fair

A report from the British Embassy, Belgrade

THE 37th International Agricultural Fair was opened on May 8 at Novi Sad in the presence of the Yugoslav Prime Minister, Mr. Nitja Ribicic, and other high-ranking government officials. The fair closed on May 18 and it is estimated that, during this time, more than half a million visitors saw the fair. The area has been enlarged and half the existing covered space has been rebuilt and modernized.

This year more than 500 firms exhibited their products. Approximately half the participants were Yugoslav enterprises who showed domestic equipment and that of their foreign principals. Of the foreign countries taking part the Federal Republic of Germany was particulary strong with a total of 72 firms, some of which took part in their government's new official pavilion. Other countries with officially sponsored stands were Austria, Hungary and the Netherlands.

A total of 23 British firms took part in the fair, seven of which exhibited on the joint venture stand organized by the Board of Trade and the Agricultural Engineers' Association Ltd. In view of the increasing importance of the Novi Sad Fair, which is now Europe's second largest agricultural event after Verona, the scale of British industry's interest is very disappointing. This year's attendance on the British stand was significantly lower than last year's event and the amount of space taken was halved.

Of the independent British exhibitors, most displays were mounted by their local agents and United Kingdom representatives were not in attendance. Four firms, however, mounted highly effective displays and had representatives on hand to talk to prospective customers. In particular ICI's Plant Protection Ltd., who were exhibiting for the first time at Novi Sad, declared themselves to be very pleased indeed at the success of their stand. They managed to meet most of their wide circle of contacts at the fair and have reserved their area for a repeat performance in 1971.

In view of the increasing attention being given to the development and mechanization of agriculture in Yugoslavia, very wide possibilities exist for the British industry, which is highly respected by Yugoslavs. Opportunities exist not only for agricultural machinery of most types, but also for fertilizers, food processing and packaging machinery, veterinary products and equipment, pesticides, storage and drying equipment, intensive livestock breeding equipment, etc., as well as pedigree livestock. Yugoslav customers expect to see British suppliers at this fair and our failure to attend is widely interpreted as lack of interest in their market.

Firms interested in further information on the Novi Sad Agricultural Fair are invited to contact Fairs and Promotions Branch, Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel 01-248 5757) as soon as possible.

Watney Mann, now Belgium's second largest brewing group, opened their fifteenth pub in that country – 'The Clipper,' Vlaanderenstraat, Ostend – in mid-May. Guests of honour were Miss Sara Leighton (a well-known painter and television personality), Robert Dougall (BBC television news reader) and the Burgomaster of Ostend. The pub was designed, fabricated and erected for Watneys by Ayala Designs Ltd., of Ruislip, Middlesex. Both Watneys and Ayala also participated in the very successful British Week in Brussels in 1967. Picture shows Sara Leighton with two pipers who helped to enliven the occasion outside 'The Clipper'.

Cautious optimism is keynote of Warsaw Book Fair

THE 15th Warsaw International Book Fair, which opened on May 17 and closed on May 24, was the occasion of a presentation to a British firm. At the opening ceremony Collet's Holdings Ltd., of Wellingborough, represented by Mr. P. Simpson, were among 10 firms who were awarded a Diploma of Honour after having exhibited continuously since the fair's inauguration in 1956. Collet's were representing 40 British publishing firms and are accepted in the book trade as very experienced in exporting to East European countries.

From small beginnings the Warsaw Fair has developed into an international event and is now the largest of the world's book fairs after Frankfurt. In 1970, 288 stands from 23 countries displayed books and publications. Fifteen members of the Publishers Association of Great Britain had stands and many more were represented by agents. In addition, the British Council had the largest stand of the British contingent and displayed nearly 800 books from 150 different British publishing houses.

Although there is a certain amount of international commerce – the buying and selling of books and subsidiary rights between publishers and booksellers of the various nations at the Warsaw Fair – the main concern of British publishers is in trading with Poland itself. As in all countries where sterling facilities are limited, the import of books and the buying of language rights is dictated by professional and educational needs. Publishers with strong scientific, technical or medical lists do well. Good English language courses are bought in Poland since English is a popular second language. British publishers with the right kind of list said that they were reasonably content with the business they had done at Warsaw, though all added that there is room for improvement. It remains to be seen whether the development of business during the rest of the year justifies this note of cautious optimism.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given in the pink paper supplement of April 22 issue.

EXHIBITION FORWARDERS

looking for trained on site Representatives mostly for Exhibitions abroad. Applicants with neccessary experience who are looking for well-paid and interesting travelling position should apply. Knowledge of any foreign language great advantage. Permanent position. Car provided.

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London, E.C.1.

Buyers in discussion on one of the British stands at the recent IGEDO (International Fashion Fair) in Düsseldorf. 26,000 buyers – a 25 per cent increase on the April 1969 figure – attended the event, in which 42 British firms participated under the auspices of the Clothing Export Council through the Board of Trade joint venture scheme, while a further 16 British firms exhibited independently. Uncertainty about the trend of fashion in skirt length restrained buying at the Fair, and the majority of orders placed were for the more conservative styles.

First US joint venture for ceramic equipment group

A report from the British Consulate-General, Philadelphia

THE British Ceramic Plant and Machinery Manufacturers Association with a group of eight British companies exhibited at this year's 72nd Annual Meeting and Exposition of the American Ceramic Society at Philadelphia's Civic Center from May 4 to 6.

Approximately 5,000 ceramic scientists, technical and production executives and suppliers attended the show and meeting at which over 370 papers were presented. Each of the 10 divisions of the American Ceramic Society organized sessions covering their particular specialization and contributed to five joint Society symposia and five joint sessions covering virtually every aspect of present-day activities in the field of ceramics. The Basic Science Division listed 56 papers, Nuclear 32 papers, Electronics 40 papers, Ceramic-Metal Systems 28 papers, Glass 45 papers, Materials and Equipment 16 papers, Refractories 20 papers, Structural Clay Products 21 papers, Whitewares six papers, Bioceramics 11 papers, Ceramic Armour nine papers, and Lunar Materials six papers.

The British group were able, through a joint venture with the Board of Trade, to present their technology and equipment to a sector of American industry stated as representing nearly $15 billion a year in value added by manufacture of companies and related industries, of which refractories alone are some $3 billion.

Among the various items of British equipment on show were a unique cup handle forming machine which attracted considerable interest, reciprocating air jet drying systems, a completely automatic tile press, a high speed blunger rotor and stator, vertical de-airing extruder, in-line mixer, filter press, laboratory size separators and mills, and kiln equipment.

The centrally located group of British booths and information centre were the scene of a steady stream of visitors, many of whom travel world wide to watch developments and to buy modern equipment which is not available in the United States. Exhibitors reported a very encouraging volume of serious interest from a decision-making category of visitors, and a sales potential which places next April's Chicago exhibition in the category of a 'must'.

Commercial representation in Poland

DURING THE FORTHCOMING Poznan International Fair which will be held this year from June 14 to 23, the Commercial Section of the British Embassy in Warsaw operates from the Board of Trade Information Stand in the British Pavilion at the fair. Firms are asked to bear this fact in mind when addressing their correspondence to the British Embassy or planning visits to Warsaw during the period of the fair.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

The first BCPMMA joint venture at the Annual Meeting and Exposition of the American Ceramic Society in Philadelphia attracted a steady stream of influential buyers.

First Brussels International Industrial Equipment Exhibition

A report from the British Embassy, Brussels

THE BRUSSELS International Industrial Equipment Exhibition (May 23 to 31) is one of a number of specialized exhibitions which are gradually replacing the old Brussels International Fair. As a first exhibition for mechanical engineering it attracted a wide range of support from fluid power and other industries in Belgium and the Netherlands. Apart from the joint venture stand, of which more below, the United Kingdom was represented by a large number of firms exhibiting through their agents. In addition, United States, Russian, Polish, Bulgarian, East German, Hungarian and Swiss equipment was on display.

The Board of Trade sponsored a joint venture stand in co-operation with the Association of Hydraulic Equipment Manufacturers. On the stand were four AHEM members together with one manufacturer of portable welding equipment who joined the venture. The stand was visited during the course of the exhibition by Sir John Beith, British Ambassador in Belgium. These exhibitors felt that their venture had been worthwhile. Although figures have not yet been released it is clear that there has been a good attendance with, naturally enough, Belgian and Dutch visitors predominating. It is this window on to the Benelux market that is the great value of the fair. For the members of the AHEM group an additional bonus was the presence of some 25 firms in the fluid power industry together with the inclusion of several mechanical handling and machine tool manufacturers which allowed the United Kingdom exhibitors to broaden their contacts with Belgian user industries.

Of the two British firms searching for agents one, Expert Industrial Controls, was not only successful in finding one but also managed to secure £50,000-£70,000 worth of business as well. The other company had several interesting agency offers which it was considering. The other companies on the stand who already had Belgian agents made many new contacts and had numerous expressions of interest which they will be able to follow up after the show is over.

There is little doubt that this first show has been a success and will become a fixture on the Belgian exhibition scene. It presents a shop window to a compact and highly discriminating market which has hitherto lacked such a specialized show and has consequently, perhaps, been bypassed in favour of the larger German market. But although the Belgian (and Dutch) markets may not be as large as the German market there is certainly plenty of business to be won – and where better to do this business than in the marketplace itself?

The next Industrial Equipment Exhibition will be in 1972.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Imports from Japan: quotas for 1970

NEGOTIATIONS HAVE been taking place in London with the Japanese government with a view to agreeing a programme for eliminating the remaining restrictions on trade in both directions (*Board of Trade Journal* June 3, page 1521). These negotiations are continuing. Meanwhile, interim arrangements have been made to provide for the continued expansion of trade in 1970.

Japanese exports to the United Kingdom of certain items will be liberalized and quotas on those items remaining subject to control will be increased. The tables below give further particulars of the items to be liberalized and set out the quotas for 1970. The 1969 quotas are given for purposes of comparison.

Details of the increased opportunities available in Japan for British exporters as a result of these negotiations are being communicated to the trades concerned.

Inquiries arising from this announcement may be made to the Commercial Relations and Exports Department, Board of Trade, Room 326, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3457 or 2123).

Anglo-Japanese Commercial negotiations. Items for Liberalization in 1970

BTN No.	Description
ex 60·06	Knitted or crocheted fabrics and articles of apparel, elastic or rubberized (including elastic kneecaps and elastic stockings) including shaped parts thereof, wholly or mainly of man-made fibres
ex 58·06	Woven labels, badges and the like, not embroidered, in the piece or in strips, or cut to shape or size
ex 59·13	Elastic fabrics not exceeding 30 cm. in width and trimmings (other than knitted or crocheted goods), wholly or mainly of man-made fibres combined with rubber threads
ex 58.08	Nets and netting made of yarn
ex 59.05	Nets and netting made of twine, cordage or rope, and made-up fishing nets of twine, cordage or rope

Items subject to Jananese voluntary export control, 1970, except items for re-export

Item	Quotas 1969	Quotas 1970	Tariff Heading	Description
Cotton yarn	102,010 lbs.	103,030 lbs.	ex 52.01	Metallized yarn, being cotton yarn spun with metal or covered with metal by any process
			55.05	Cotton yarn, not put up for retail sale
			55.06	Cotton yarn, put up for retail sale
Spun yarn of man-made fibres	215,000 lbs.	258,000 lbs.	56·05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale
Woven cotton fabrics	7,926,177 sq. yds.	8,005,439 sq. yds.	ex 52·02	Woven fabrics of metallized yarn of cotton, of a kind used in articles of apparel, as furnishing fabrics or the like
			55.07	Cotton gauze
			55.08	Terry towelling and similar terry fabrics, of cotton
			55.09	Other woven fabrics of cotton
			ex 58.04	Woven pile fabrics and chenille fabrics, wholly or mainly of cotton (other than terry towelling and similar terry fabrics of cotton falling within tariff heading 55.08 and fabrics, falling within tariff heading 58.05)
			ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) exceeding 30 centimetres in width, wholly or mainly of cotton combined with rubber threads
Woven man-made fibre fabrics	7,000,000 sq. yds.	8 400.000 sq. yds.	51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of tariff headings 51.01 or 51.02
			ex 52.02	Woven fabrics of metallized yarn of man-made fibres, of a kind used in articles of apparel, as furnishing fabrics, or the like
			56.07	Woven fabrics of man-made fibres (discontinuous or waste)
			ex 58.04	Woven pile fabrics and chenille fabrics, of man-made fibres (other than fabrics falling within tariff heading 58.05)
			ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods), exceeding 30 centimetres in width wholly or mainly of man-made fibres combined with rubber threads
Woven wool fabrics	1,200,000 sq. yds.	1,440,000 sq. yds.	53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair
Knitted fabrics of man-made fibres and apparel (excluding gloves), of knitted, netted, or crocheted material of cotton, of wool or of man-made fibres (including stockings and socks)	£1,227,000	£1,472,400	ex 60.01	Knitted or crocheted fabric, not elastic nor rubberized, wholly or mainly of man-made fibres other than net fabric and fabric resembling lace
			ex 60.03	Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, of man-made fibres or of wool
			ex 60.04	Undergarments, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, of man-made fibres or of wool
			ex 60.05	Outer garments, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, of man-made fibres or of wool, and including such minor articles of apparel as shawls, mufflers, scarves and the like
Outer garments (excluding gloves), of woven man-made fibre fabrics; handkerchiefs, shawls, scarves and mufflers, except those of cotton, of silk or of linen	£2,709,000	£3,250,803	ex 61.01	Men's and boys' outer garments wholly or mainly of man-made fibres
			ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of man-made fibres
			ex 61.05	Handkerchiefs (except those of cotton, of silk or of linen)
			ex 61.06	Shawls, scarves, mufflers and the like (except those of cotton, of silk or of linen)

Item	Quotas 1969	Quotas 1970	Tariff Heading	Description
Outer garments (including gloves), underwear, handkerchiefs, shawls, scarves and mufflers, of woven cotton fabrics	The arrangements made for a regular exchange of information about the rate of Japanese exports to the United Kingdom will be continued with a view to containing the level of trade opportunities in 1969 and in 1970 within the level of 1968, allowing 1% annually for growth		ex 61.01	Men's and boys' outer garments wholly or mainly of cotton
			ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of cotton
			ex 61.03	Men's and boys' undergarments including collars, shirt fronts and cuffs, wholly or mainly of cotton
			ex 61.04	Women's, girls' and infants' undergarments wholly or mainly of cotton
			ex 61.05	Handkerchiefs wholly or mainly of cotton
			ex 61.06	Shawls, scarves, mufflers and the like, wholly or mainly of cotton
			ex 61.07	Ties, bow-ties and cravats, wholly or mainly of cotton
			ex 61.08	Collars, tuckers, fallals, bodice-fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings, for women's and girls' garments, wholly or mainly of cotton
			ex 61.09	Corsets, corset belts, suspender belts, brassieres, braces, suspenders, garters and the like, wholly or mainly of woven cotton
			ex 61.10	Gloves, mittens and mitts, wholly or mainly of woven cotton
			ex 61.11	Made up accessories for articles of apparel (e.g. dress shields shoulder and other pads, belts, muffs, sleeve protectors, pockets removable linings), wholly or mainly of cotton
Industrial goods of cotton	606,000 sq. yds.	612,060 sq. yds.	ex 59.07	Cotton fabrics coated with gum or amylaceous substances, of a kind used for book covers and the like; cotton tracing cloth and prepared painting canvas
			ex 59.08	Cotton fabrics impregnated with or coated with preparations of cellulose derivatives or of other artificial plastic materials
			ex 59.09	Cotton fabrics coated or impregnated with oil or preparations with a basis of drying oil
			ex 59.11	Rubberized cotton fabrics, other than rubberized knitted or crocheted goods
			ex 59.12	Cotton fabrics otherwise impregnated or coated
			ex 59.15	Cotton hosepiping and similar cotton tubing, with or without lining, armour or accessories of other materials
			ex 59.16	Transmission, conveyor or elevator belts or belting, whether or not strengthened with metal or other materials, of cotton
			ex 59.17	Cotton products and cotton articles, of a kind commonly used in machinery or plant
			ex 62.05	Other made-up cotton articles, being dress patterns, garment bags, flat protective sheets, packing cloths and cheese cloths; articles of cotton made from narrow fabrics not exceeding 30 centimetres in width
Narrow fabrics		£100,000	58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting o warp without weft assembled by means of an adhesive, other than goods falling within tariff heading 58.06
			ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods), not exceeding 30 centimetres in width, wholly or mainly of cotton combined with rubber threads
Textile secondary products, wholly or mainly of cotton, for household use	820,000 sq. yds.	828,200 sq. yds.	ex 62.01	Travelling rugs and blankets, wholly or mainly of cotton
			ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, wholly or mainly of cotton; curtains and other furnishing articles, wholly or mainly of cotton
			ex 62.05	Other made-up cotton articles for household use including such articles as shopping, laundry and garment bags and dusters articles of cotton made from narrow fabrics not exceeding 30 centimetres in width
Domestic pottery (except articles of traditional Japanese design)	£390,000	£455,000		
1. Tableware			ex 69.11, ex 69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian), not including articles of traditional Japanese design; Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds of pottery, not including articles of traditional Japanese design
2. Statuettes and ornaments	£310 000	£345,000	ex 69.13, ex 69.14	Statuettes and other ornaments and articles of furniture, not including articles of traditional Japanese design; Other articles not including articles of traditional Japanese design

The Canadian dollar: recent changes

FOLLOWING IS the text of a press release issued by the Canadian Minister of Finance on May 31:

The Hon. E. J. Benson announced today that, for the time being, the Canadian Exchange Fund will cease purchasing sufficient United States dollars to keep the exchange rate of the Canadian dollar in the market from exceeding its par value of 92½ United States cents by more than 1 per cent.

The International Monetary Fund has been informed of the decision not to maintain the exchange rate of the Canadian dollar within the present margins. The IMF has also been informed of the Canadian Government's intention to remain in consultation with the IMF and to resume the fulfilment of its obligations under the articles of agreement of the IMF as soon as circumstances permit.

In explaining this decision, Mr. Benson noted the extremely strong position of the Canadian dollar in the exchange market since the beginning of 1970. He announced that the overall official reserve position has risen during the past five months by more than $1,200 million, not including the allocation of special drawing rights. The reserves have been increasing at an accelerating rate. In the first quarter they rose by US$367 million (excluding the allocation of US$124.3 million of special drawing rights on January 1). In April they rose by US$225 million. In May the official reserves rose by US$262 million and in addition, as a result of swaps and forward transactions, US$360 million has been acquired for future delivery, for a total increase of US$622 million.

These reserve increases resulted from the strong current account surplus that developed in the early months of this year and from the continuing heavy inflow of funds from long-term borrowing by Canadians in foreign capital markets. Last year a large outflow of short-term capital sharply limited the increase in the official reserves. This trend has not continued in 1970 because certain important short-term interest rates abroad declined and some private balances abroad have been repatriated. The accumulation of reserves in 1970 has greatly increased the cash requirements of the Government of Canada. The Government's cash balances have been substantially reduced, and an additional $250 million has been acquired by the sale of a special issue of treasury bills in order to provide additional resources to the exchange fund.

The Minister emphasized that the rate of accumulation of reserves has been accelerating steadily throughout the year. If this trend had continued, Canada's official reserves would have risen rapidly to levels far in excess of Canada's needs. Large-scale speculative buying of Canadian dollars would have been encouraged, with disruptive effects upon the international payments system, and with large windfall profits for speculators, the Government is not prepared to finance such potentially unlimited increases in the foreign exchange reserves. The decision to permit some appreciation of the market rate of exchange was required in order to prevent an unmanageable situation from developing.

Mr. Benson noted that, to the extent that the Canadian dollar becomes more valuable in terms of other currencies, Canadians will be able to buy more abroad with the same amount of Canadian dollars. Lower prices in Canada for imported goods will be of assistance in moderating the upward trend of costs and prices. Any appreciation of the Canadian dollar for any extended period of time, without offsetting measures, would however tend to have a further restraining effect on the economy. This, the Minister emphasized, would not be appropriate in present circumstances. The exchange fund will therefore stand ready to maintain orderly con-

(*Continued on next page*)

THE CANADIAN DOLLAR, *continued*

ditions in the exchange market and to operate for the time being to moderate any appreciation of the Canadian dollar. This, in conjunction with general economic policy, will be consistent with the Government's continuing economic objectives of a lower rate of price increase and the sustained achievement of rising levels of production and employment. The Minister further stated that the Government is now reviewing its general economic and financial policies in these changed circumstances. In this connection, he noted with approval the anouncement by the BOFC of a reduction in bank rate from 7½ per cent to 7 per cent.

Until the exchange rate has settled down it will not be possible to assess the implications for Anglo-Canadian trade. A significant appreciation of the parity over the existing fixed rate should make imports more attractive to Canadian purchasers and help to increase United Kingdom exports to Canada compared with what they would otherwise have been.

The impact on our performance against Canadian competition in third markets cannot be assessed definitively but is likely to be much less significant than in the case of the Federal German Republic's decision to float the mark and subsequently re-value it last year: Canada is, in general, a less important competitor than Germany in world markets.

The impact of any possible appreciation in the Canadian dollar parity on the United Kingdom import bill will be moderated by the effects of competition with products and manufactures from other suppliers. Many materials and commodities reflect world market prices and the Canadian suppliers would conform with the general price level in terms of e.g. United States dollars; for products not determined by world market prices some Canadian suppliers may reduce their prices to maintain their share of the United Kingdom market.

Italy and Poland

THE ITALIAN *Informazioni per il Commercio Estero* of March 3 announced that a long-term Trade Agreement between Italy and Poland was signed in Rome on February 18, 1970, covering the period January 1, 1970, to December 31, 1974. The agreement provides for wide range co-operation, particularly in the industrial and technical fields.

A protocol annexed to the agreement regulates the commercial exchanges between the two countries for 1970.

Polish exports to Italy will include live animals, meat, agricultural products, barley and malt, chemical products and iron and steel products. Italian exports to Poland will include citrus fruit, rice, artificial and synthetic fibres, metallurgical products and various types of machinery.

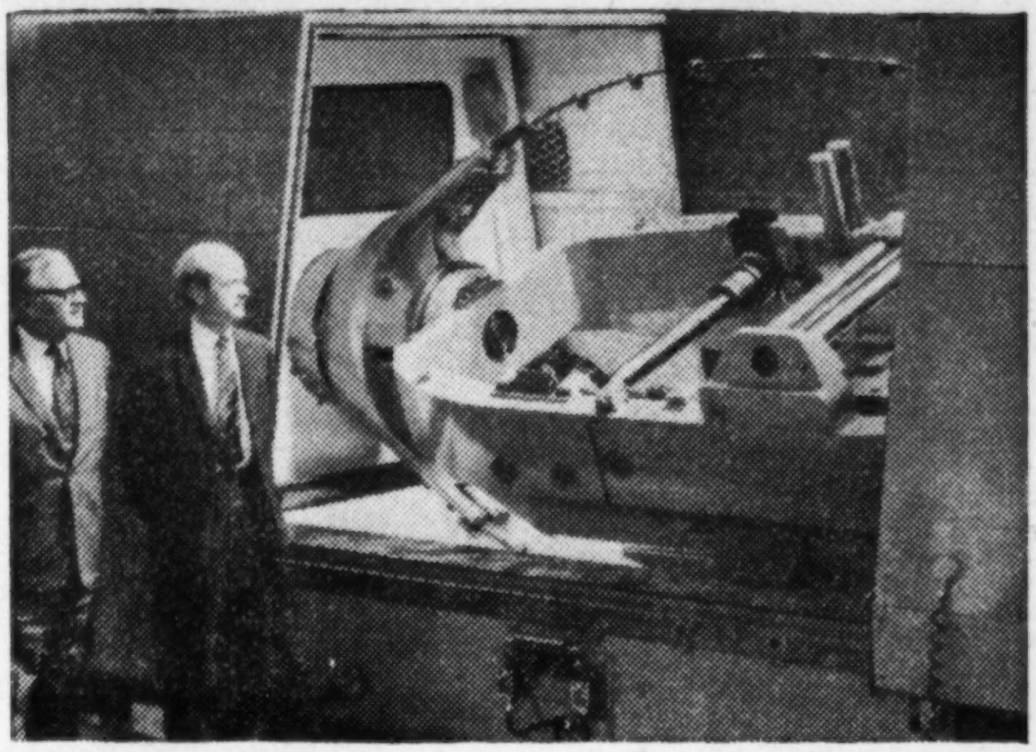
Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467), where the Italian text may be seen.

India and Guinea

FOLLOWING THE VISIT of a delegation from the government of Guinea an agreement was signed in New Delhi on May 1, 1970, between the governments of India and Guinea.

The agreement provides for *inter alia* increased trade between the two countries through higher exports of Indian engineering products and import of Guinean industrial diamonds; and establishment of Joint Ventures in Guinea on a turnkey basis.

Inquiries about this notice should be addressed to Tariff Section,. Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471,472 or 473).



The Northampton Machinery Co. Ltd. are currently despatching to Japan a 54-in. horizontal double-twist type wire stranding machine used in the cable-making field. Two machines of this kind have already been sent to South Africa and the United States in the past six months. Another machine of the same type is also due to go to Germany shortly

Italy and Czechoslovakia

A LONG TERM Trade Agreement for 1970-74 was signed in Prague between Italy and Czechoslovakia on November 14, 1969.

A copy of the Agreement and the Protocol for 1970 giving lists of the goods to be exchanged (in Italian) are now obtainable from Tariff Section, Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459, 460 and 461).

Greece and Rumania

A PROTOCOL to the Greek/Rumanian Long Term Trade Agreement of 1966 was signed in Athens on March 3, 1970. It provides for the exchange of goods worth $11 million in the 1970 calendar year.

Main Greek exports to Rumania under the protocol will include olives ($2.1 million), cotton ($2 million), woollen textiles and ready-made clothes ($1 million), raw hides ($950,000), citrus fruit ($900,000), cotton yarns ($600,000), cotton textiles ($475,000).

Greek imports from Rumania will include timber and lumber products ($2.6 million), wooden crates ($1 million), vehicles, tractors and agricultural machinery ($1.2 million), livestock and meat ($1 million), machine tools and machinery ($700,000), chemicals ($600,000), and an unspecified amount of petroleum products.

Details of the protocol and the goods to be exchanged (in French) are held by Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel 01-248 5757, Ext. 420 and 475).

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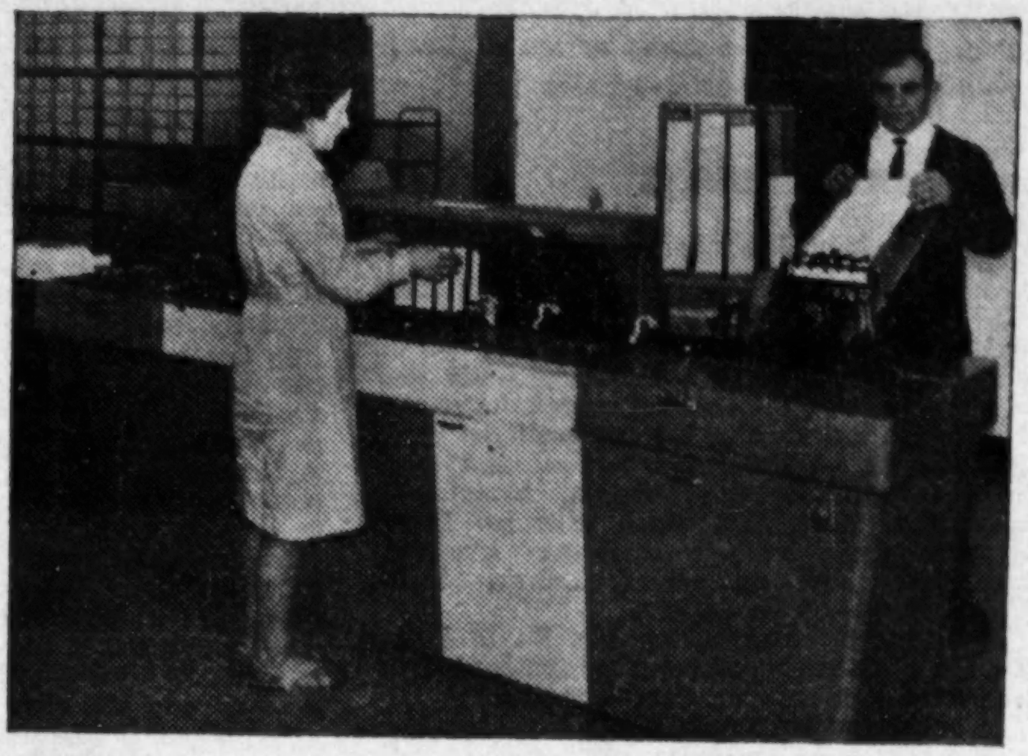
Computerized Export Intelligence starts: a new personal service for exporters

THE BOARD OF TRADE'S new Computerized Export Intelligence service started on June 2. This service supplies exporters precisely and rapidly with exactly the kind of information they need in terms of the goods or services they export, the markets on which they seek information and the type of information they have requested. About 180 items of export information a day were issued in the *Export Service Bulletin* which the new service replaces, and it is expected that this figure will increase substantially as the new procedure gets under way. Below is a selection of export notices sent out to subscribers on the first day of the new service. (The names of the inquirers are available to subscribers.)



Final stage in the rapid dissemination of up-to-date commercial information to exporters. The computer has matched up Export Information Notices received from British, Commercial Officers in 120 countries with companies' indivdual requirements, and these are being fed with address cards into an enveloping machine for mailing to subscribers.

SPECIFIC EXPORT OPPORTUNITIES

SWITZERLAND: Micro-welding Equipment **14749/70**

A Swiss company manufacturing hair springs and micro-assemblies and conducting research work for the horological industry, would like to receive fullest technical literature and prices from British manufacturers of:

Microprecision welding equipment, including laser welding equipment with binocular optical attachment.

The firm work to a degree of extremely high accuracy (0-1 Joules-seconds). Their initial requirement is for 14 microwelders for their own use, but they intend subsequently to expand their activities to selling the equipment as agents for United Kingdom manufacturers, importing on their own account.

MARKET POINTERS

AUSTRALIA: Jail Improvements **6652**

A State Government has announced that at least $A5 million ($A2.14=£1) will be spent in the next four years on a programme designed to modernise that State's jails.

AGENCY INQUIRIES

PERU: Aluminium Foil: Bleachboards: Cardboards: Cellulose Wrappings: Drawing Equipment: Office Equipment: Printing Machinery: Wrapping Machinery: **12862/70**

A firm of commission agents engaged mainly in supplying material for the graphic industry, are interested in representing British firms in the following lines:

(a) specialist papers, cardboards, bleachboards, aluminium foil, transparent cellulose wrappings
(b) printing machinery and ancillary equipment (for folding, cutting and stamping)
(c) wrapping machinery
(d) technical drawing equipment
(e) office equipment

CALLS FOR TENDER

MALTA: Pipes and Fittings **58699/70**

To supply 14 items of sanitary sewer pipes and fittings which include pipes, gullies, junctions, bonds and syphons.

Closing date 10 a.m. on July 2, 1970.

Information on successful bidders, aid and loan agreements, and similar export intelligence is also available. In addition, subscribers receive free quarterly and economic trading reports on more than 100 countries.

To take advantage of this individual service to exporters, firms who have not yet become subscribers should contact Export Intelligence, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7049). The initial cost is £25, for which subscribers receive up to 500 notices on the countries and types of intelligence for which they have registered.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officer of the Board of Trade (see page 1540 of June 3 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Feed and grain delegates to Japan

TWENTY-FOUR top management delegates from the British animal feed and grain industries, and from the pig industry, left for Tokyo on May 30 on a business fact-finding study tour of the Japanese food and livestock industries. The delegation aims to see for itself the rapid development of the Japanese feed and grain industry and, through personal contact, to assess the possibilities which exist for future exports and imports covering livestock, machinery and equipment, animal feeds, grains, petfoods, seeds, etc.

The tour is being led by Mr. David Lunn-Rockliffe, managing director of Trade Reconnaissance and Investigation, London.

A reception for delegates has been arranged at the British Embassy in Tokyo.

'Target California' screening

IN ADDITION to mounting a selling mission to California in October (reported in last week's issue), the Birmingham Chamber of Commerce and Industry will be promoting a special showing of the BNEC 'Target California' film on June 24, and a discussion meeting to follow will be introduced by Lord Rootes, chairman of BNEC North America and chairman of Rootes Motors Ltd. Further information may be obtained from Mr. Arthur Jackson, Overseas Trade Secretary of the Chamber, P.O. Box 360, 75, Harborne Road, Birmingham 15 (Tel. 021-454 6171, Ext. 203).

Prospects for exports to Romania

BRITISH FIRMS wanting to take advantage of the opportunities available in the Romanian market should open discussions now before the 1971-75 plan starts. This is one of the conclusions of a London Chamber of Commerce report, 'Romania – a survey for businessmen'. The survey, prepared by a top-level trade mission led by Lord Limerick, says that British exports to Romania have expanded in the last few years at a faster rate than any other market in Eastern Europe. There are good prospects all round, particularly in machinery and capital goods and certain consumer goods.

The mission went to Romania at the invitation of the Romanian Chamber of Commerce to discuss developing the links between Romanian and British industry, to examine the changes in the organization of Romanian trade and to examine the problems facing a further development of two way trade.

The survey says that in common with her Comecon partners, Romania is taking steps to decentralize economic planning and management. However, no close comparison can be made between the Romanian economic reforms and those of some of her immediate neighbours. The Romanians have introduced an experimental system of Industrial Centrals for certain industries with effective decision making – passing from the Ministries to the various Centrals themselves. However, the Ministry of Foreign Trade will still assume responsibility for overall co-ordination of exports and imports.

Romanian medium and long-term economic planning is based on ambitious targets with the emphasis on engineering products. Industrial co-operation is now an increasingly important part of Romanian commercial policy, particularly as a means of reducing the hard currency costs of major new industrial projects.

Britain's exports to Romania have made considerable progress, from £9.7 million in 1967 to £31.0 million in 1968 and £28.6 million in 1969, and they should go on rising. The mission was told by ministers, bankers and planners that Romania wanted to increase its trade with Britain.

Main opportunities are in the chemical/petrochemical, engineering, telecommunications, power generation, iron and steel and non-ferrous metal industries. Consumer goods wanted by the Romanians include textiles, clothing and electrical goods.

Copies of 'Romania – a survey for businessmen' are available, price 17s. 6d., from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Visiting Congo and South Africa

MR. I. S. HEMSLEY, area sales manager (Africa), Carding Specialists Co. Ltd., Halifax, plans a market survey from July 7, when he flies to Kinshasa. From July 7 he will be in Johannesburg. Carding Specialists are well-known for their cotton carding machinery.

Visiting Far East

MR. W. A. M. DICKSON, technical sales director, Moon Brothers Ltd., Birkenhead, is visiting India, Japan, Australia and New Zealand to promote the company's drum-making machinery, power presses and, in particular, a new line of silencer-making machines which has already proved successful in international markets. Mr. Dickson is expected to return at the end of June.

Survey of computer developments

MR. ELSERINO PIOL, world marketing director, Olivetti, has recently completed a four weeks' survey of developments in the computer market in the United States, Russia and Japan. He gave a presentation 'The Information Industry in the Seventies' in London on June 2, arranged by British Olivetti Ltd.

INWARD MISSIONS

Maryland initiative

BRITISH industrialists and journalists were invited to Grosvenor House, London, on June 1 to meet the Hon. Marvin Mandel, Governor of the State of Maryland, and members of the 21-man Maryland industry and trade mission. The mission has been visiting a number of European cities to demonstrate the advantages of business investment in Maryland.

Mr. William A. Pate, director of the Maryland Department of Economic Development, thought that the response to the Maryland initiative from United Kingdom firms had been bigger than elsewhere.

The Maryland Port Authority maintains a trade development office in London, at Moor House, 119 London Wall, E.C.2 (Tel. 01-638 8330).

Visitors from Iowa

THE State of Iowa Development Commission, led by Governor Robert D. Ray, will be in London from June 22 to 24. The party – agriculturalists, industrialists and bankers – will be available to meet British businessmen at the London Hilton.

Inquiries about meeting members of the mission should be addressed to Independent Trade Missions Ltd., 25 Queen Anne's Gate, London, S.W.1 (Tel. 01-930 9267).

Mr. Denis Mathews of the London & South Eastern Region of the Board of Trade wishing 'bon voyage' to members of a trade mission, sponsored by the Wessex Export Club and supported by the Board and the BNEC, as they left London Airport recently for a three weeks' sales visit to South Africa. He is seen with 'Willie', a 4ft.-high model of the fabled Wessex griffin, emblem of the Wessex club, which is accompanying the mission as its mascot. It was made by members of Swanage (Dorset) Townswomen's Guild from a design by Mrs. D. Burford, head of the fashion department of Bournemouth and Poole College of Art.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Managing director takes orders

During a spring itinerary of overseas visits, Mr. Jack Cohen, chairman and managing director of the Brighton-based Jaycee Furniture Group, booked orders worth £113,000 in Switzerland and the United States.

Accompanying him on a visit to New York which resulted in record sales were Mr. Roger Albrow and Mr. Peter Robbins, members of the Jaycee design team.

A founder director of the British Furniture Manufacturers Export Club, Mr. Cohen is also the current president of the Federation of Sussex Industries.

£800,000 mining equipment orders

The mining group of Fletcher, Sutcliffe, Wild Ltd., formed in 1969 by the merger of three companies, recently secured export orders worth over £500,000 for mining equipment in the United States and Hungary. The orders include a £200,000 package deal with Colorado Iron & Steel Corporation for heavy duty four-leg powered supports and conveying equipment.

A second order, worth £160,000, for Kaiser Steel Corporation of Price, Utah, is a repeat of a similar order received by one of the member companies of the group.

Five complete faces of powered support equipment have been supplied to Hungary where the company have now reached an agreement with the Hungarian Coal Board for part local manufacture of their equipment, the balance to be supplied on a continuing basis from this country.

The mining group is also working on orders for the supply of equipment to Morocco, Australia and South Africa. Export orders received by this fully integrated mining machinery group since its inception last August total over £800,000.

Power plant for Windward Islands

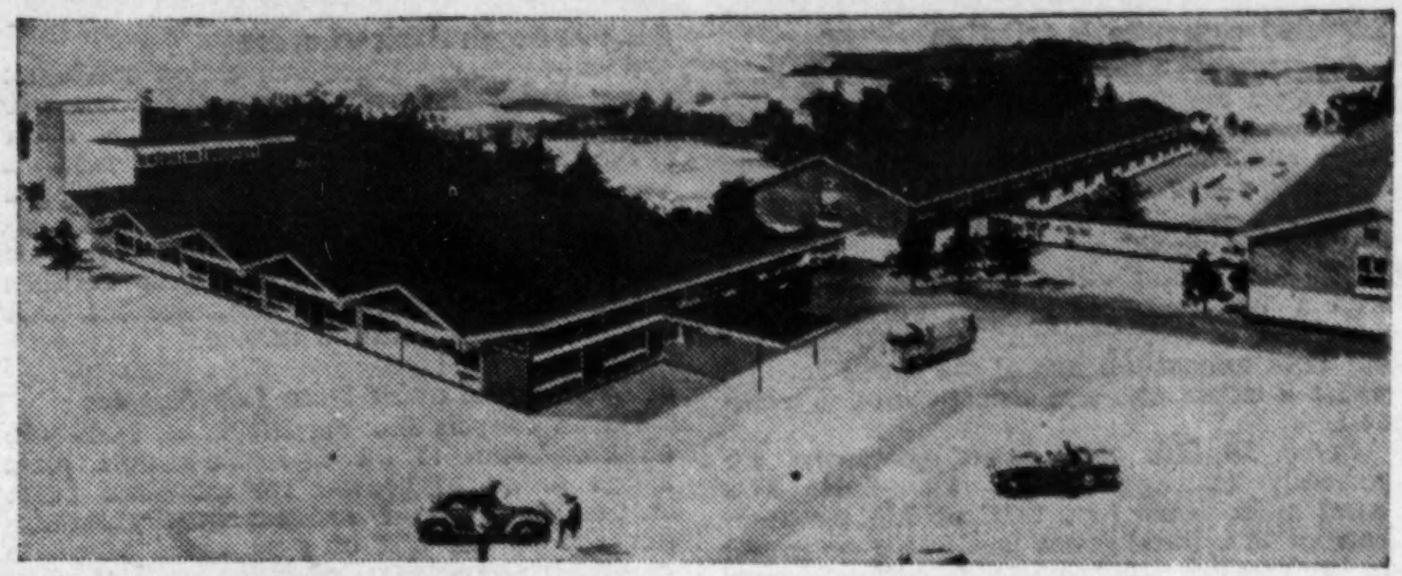
W. H. Allen Sons & Co. Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd., have been awarded a contract by the Commonwealth Development Corporation, London, for diesel-driven alternator sets for electricity power generation on two of the Windward Islands. The contract, worth in excess of £100,000, is for two 12-cylinder diesel engines, 1,125 kW alternators and ancillary equipment for installation in the electricity power generating stations on the islands of St. Vincent and Dominica. The companies serving the islands, St. Vincent Electricity Services and Dominica Electricity Services, are both wholly-owned subsidiaries of the Commonwealth Development Corporation.

Equipment for Trinidad

A contract for 4M carrier multiplex equipment for a new satellite ground station being built at Matura in Trinidad has been placed with GEC-AEI Telecommunications Ltd. on behalf of the Trinidad and Tobago External Telecommunications Co. Ltd.

Textel, a partnership of the Government of Trinidad and Tobago and of Cable and Wireless Ltd., was formed to operate the country's external telecommunication services.

The equipment will be manufactured at GEC-AEI's Coventry works and the satellite ground station is being supplied by Marconi Communication Systems Ltd., a member of the GEC-EE group of companies.



An artist's impression of the new 100-bedroom motel to be built at Pruhonice, near Prague, by the JE Lesser Group. In the left foreground is the reception and services block, while the two bedroom blocks are on the right. The Lesser Group of Hounslow has been awarded a £480,000 contract by the Czechoslovak Travel Bureau (Cedok) to build the motel.

Talcum powder plant for Florence

Gardners of Gloucester have received an order valued at over £250,000 from the Italian firm of Manetti & Roberts for a complete talcum powder plant in a new factory outside Florence.

Gardners have been active in the field of talcum powder processing for many years and supplied Manetti & Roberts with their first manufacturing plant in 1908. This plant is still running day and night after giving over 60 years of service.

£1 million boilers for Cuba

The largest single order ever placed for packaged boilers has been won for Britain by John Thompson Ltd. Placed by the Cuban Government, the order is for a total of 350 boilers worth over £1 million. This new contract brings the value of new orders received by the Thompson Cochran Division during the first four months of this year to a record of over £5 million.

The boilers will be manufactured at John Thompson's three boiler factories at Glasgow, Annan and Lincoln.

Record sales

The Leeds-based Blakeys (Malleable Castings) Ltd. group in the year ending March 1970 achieved its greatest volume of exports. During 1969/70 the company increased exports over the previous year by 46 per cent. The total volume of exports represents nearly a quarter of the group's total output.

The company sent consignments to about 80 countries, ranging from those with highly efficient malleable industries of their own – United States, France, Germany, Italy and Japan – to tiny West Indian islands and sheikdoms in the Gulf territories.

Exports included boot and shoe protectors, pipe fittings and complex 'Whiteheart' malleable iron castings for a wide range of engineering applications.

World-wide sales

Regis Machinery (Sussex) Ltd., who recently introduced a range of magnetic hopper separators – grid magnets which stop the ingress of 'unwanted' metals into processing machinery – are finding that sales for this product are exceeding their expectations. Export sales are world wide, embracing Europe, Africa, Asia, Australia and the Americas, and agents are being appointed in all areas.

Scandinavia has proved to be a particularly good market and is now covered by newly appointed agents.

Moving coil regulators for New Zealand

An order for two continuously rated, automatic moving coil voltage regulators has been placed with the transformer division of Ferranti Ltd., Hollinwood, Lancs., by the Wanganui-Rangitikei Electric Power Board, New Zealand.

Columbus discovers British containers

An order worth well over £1 million has been gained by Bonallack & Sons Ltd., Basildon, Essex, part of Alcan Booth Industries, for 850 insulated freight containers to be operated on the Columbus Line by Hamburg Sud of Hamburg. Achieved in competition with manufacturers from many parts of the world, including the Federal Republic of Germany, this represents one of the largest export orders ever placed for insulated containers, and follows other big contracts recently received from British and European customers, demonstrating the confidence placed in unique Bonallack 'Coldsaver' construction.

Manicure sets for Yugoslavia

Bakelite Xylonite Ltd., (overseas division) have won an order from Yugoslavia for over 20,000 'Scintillex' manicure sets valued at several thousand pounds sterling. This is the first order from Yugoslavia for 'Scintillex' manicures and one of their largest single export orders for products of this type. The order calls for 25 different types of manicure set and these are all being made at the Christchurch, Hants, factory of BXL.

Pakistan pipeline protection contract

The contract for the supply of protective outer wrapping for an 88-mile-long underground natural gas pipeline being constructed in East Pakistan has been awarded to D. Anderson & Son Ltd., Stretford, Manchester, by Sui Northern Gas Pipelines Ltd., a subsidiary of Burmah Oil Trading Ltd. Valued at £27,000, the contract is for Anderson 'Thermoglas Outer-Wrap' to protect the steel pipeline against corrosion and was won against American competition.

The 18-in. diameter pipeline will loop the existing 16-in. gas line between Gudu Barrage near Sui and the fertilizer plant at Multan, where production is to be expanded. Construction is by the pipeline division of Mothercat Ltd.

Generators for Western Australia

E. P. Allam & Co. Ltd., Southend, Essex, have secured a £2,608 order from Petbow Ltd., of Sandwich, Kent, for 11 3KVA diesel Petter generators. These have been sold to an Australian plant hire company, Richardsons Engineering Pty. Ltd., Perth, Western Australia, and the generators will be used by civil engineers in mining and contracting operations in that territory.

Paper baler for Poland

Shirtliff Bros. Ltd., Letchworth, Herts, have announced the sale of another Bulldozer baler to Poland. The Bulldozer, which makes 600-1,000-lb. bales of wastepaper and cardboard at a rate of up to 200 tons per week, was originally selected by Polish Government buyers after a wide-ranging look at all baler manufacturers in the United Kingdom.

Shirtliff, who have sent nine Bulldozer units to Poland within the past two years, also report an order from Holland for equipment to be supplied to Indonesia for baling bagasse.

£350,000 computer installation

International Computers Ltd., London, have won their biggest order in South East Asia – a 1904A computer for the combined Hong Kong and Chinese Universities. Worth around £350,000, the order was obtained in the face of strong competition, including that of 11 Japanese companies.

The installation will comprise a 64K 1904A with a 7020 terminal at each university and a number of teletypewriters scattered throughout both universities and at the centre facility, where a mixed disc/tape configuration is available.

Some 30 ICL 1900 Series computers are currently installed in the Far East. This latest order raises to a total of 250 the numbers of ICL installations (and those on order) in universities and other places of higher education throughout the world.

£250,000 Turkish contract

Simon-Carves Chemical Engineering Ltd. (Sim-Chem), a Simon Engineering company, have signed a £250,000 contract with the Turkish company of SASA for the design and supply of a spinning and processing line for staple polyester fibre. The line is to be installed alongside three existing lines, also designed and supplied by Sim-Chem over the past three years, and will represent the fourth expansion of the plant since the original contract was signed in January 1967.

The complete plant has been designed using ICI know-how and both ICI and Sim-Chem staff have been based at Adana in south-east Turkey for the past two years, assisting SASA in building and running the project.

Wool textile successes

Over the first four months of this year exports by the British wool textile industry totalled £50.4 million – £1.7 million more than in the same period of last year.

The overall gain was largely due to increased sales of yarn and cloth. Exports of yarn in January/April were worth £8.2 million, an increase of £900,000 or 12 per cent over 1969, which was itself a record year for the yarn spinners. Shipments of cloth, at £22 million, earned £1.3 million more, with exports of worsted fabrics making particularly good progress in Far Eastern markets.

Trade in wool tops (combed wool) was, however, at a lower level, and after four months the figure was £7.5 million, compared with £9.1 million last year. Wool textile exports in April amounted to £12.9 million, about £500,000 less than the same month of 1969. The decline was largely due to the fall in sales of tops.

£230,000 plant for Spain

A £230,000 contract has been secured by Douglas-Rownson Ltd., Basingstoke (Baker Perkins group), for what will be one of the largest by-products complexes in Europe. The plant is to be fully operational by January 1, 1971.

The order has been placed by Hansprofester SA, Benetuser, Valencia, Spain, who will use the plant for processing inedible waste from animals as well as poultry and for producing feather meal.

£200,000 orders for baling presses

Orders totalling over £200,000 have been received from France and South Africa for scrap processing equipment manufactured by Harris-Economy Ltd., Bridgend, Glam. The orders involve four large baling presses, three of which will be going to the Compagnie Francaise des Ferralles, the principal scrap company in France.

The French firm's confidence in Harris-Economy equipment stems from a press they bought from them 10 years ago. This mammoth press, still one of the largest in Europe, has crushed a total of 1,405,041 tons at their Denain processing yard.

£82,000 South African order

Racal-Milgo, data communication specialists of Reading, Berks., announce an £82,000 order from South African Airways. The order is for the supply of Racal-Milgo data modems 4400/24PB which will operate initially at a speed of 2,400 bits per second with later conversion to 4,800 bps. The modems will provide the high-speed data transmission links between the major cities of the Republic for the SAA domestic seat reservation service.

£50,000 carpet order from Los Angeles

Navan Carpets Ltd. are supplying 7,000 yds. of Broadloom in an up-to-the-minute plaid design in muted browns for an office block in Los Angeles – the Diadem quality Axminster will be the first of a series of orders to be despatched to the United States. This order is valued at approximately £50,000.

Radar for Finnish ferry

Kelvin Hughes 10 cm radar is being installed aboard a 4,200 grt passenger/car ferry at Meyer Pappenburg, Germany, for Sally Rederi AB of Meriehamn, Finland.

£300,000 excavators for South Korea

Ruston-Bucyrus Ltd., Lincoln, are supplying six excavators valued at £300,000 for service at two new cement works at Seoul, South Korea, a new export market for the British firm. Announcement of this order comes less than three weeks after the sale of excavators worth £130,000 for service at a cement works in Thailand.

Container orders worth £1.35 million

With the announcement of four further orders for aluminium clad containers, worth approximately £1.35 million, Crane Fruehauf have again underlined their market leadership in this field. The biggest of these orders, worth £1.25 million and for operation by Canadian Pacific, will be used on the CP service between Canada, the United Kingdom and the European Continent.

This latest order brings the total value of Crane Fruehauf containers for operation on the CP North Atlantic service to more than £2 million.

Of the three further new orders, one is an important order from the Danish Butter Export Board, for insulated containers of the latest design. This brings the total value of orders for insulated containers placed by the Board to more than £200,000.

Record exports

GEC-EE, Britain's largest electrical company, have announced record exports in their first full year of operation. The company, which has 150 factories in Britain and was formed from the merger of GEC, English Electric and AEI, state that shipments during the period April 1, 1969, until March 31, 1970, totalled £198 million and is nearly 10 per cent more than the best combined total ever achieved by the companies when they operated separately.

New orders taken by the company during the period totalled £205 million, beating the company's target of £200 million.

Heavy electrical equipment accounted for £60 million, electronics for £40 million, with automation equipment, diesel engines, instrumentation, cables, telecommunications, and consumer goods accounting for the rest.

Every country in the world is a customer of GEC-EE and orders during the period ranged from a £13 million power station for South Korea to an order for £5 for spares from Reunion Island (Indian Ocean).

£110,000 Yugoslavian contract

The industrial division of Weir Pumps Ltd., Glasgow, has been awarded a £110,000 contract for the supply of a complete pumping installation for use in the Zrenjanin sugar beet factory in Yugoslavia.

£625,000 equipment for United States

Molins Ltd., London, have concluded negotiations with the general systems division of IBM Corporation for sale to IBM of £625,000 worth of equipment from the Molins System 24 family. The manufacturing equipment, to be produced by the machine tool division of Molins in England, will comprise three numerically controlled high-speed machine tools and associated computer-controlled pallet and material handling devices.

IBM plans to integrate this equipment into a manufacturing system scheduled to be in production at the end of 1972, producing component parts at IBM's Rochester, Minnesota, facility. The sales contract was negotiated between IBM Rochester and Molins' wholly owned American subsidiary, Molins Machine Co. Inc.

Swedish orders for furniture

Back from visiting 20 Swedish stores, Mr. Stan Gater, export sales executive, Jaycee Furniture Group, Brighton, Sussex, together with Jaycee's agent in Sweden, collected business at the rate of £500 a day.

The group's transport fleet began door-to-door deliveries in Sweden last winter – one of the severest for many years. Efforts made to get through on time, in spite of really grim conditions, did not pass unnoticed and Jaycee's Swedish sales seem certain to reach their highest level in 1970.

Success with agrochemicals

With sales in 1969 exceeding £20 million for the first time, Plant Protection Ltd. not only confirmed its position as United Kingdom market leader but was responsible for 58 per cent of all agrochemicals exports from this country.

The company's exports created another record, £13.7 million worth of products being sold in 130 countries. Overseas sales showed a 25 per cent increase on 1968 and accounted for 67 per cent of all sales. This performance has been recognized by the winning of a second Queen's Award for export achievement by this ICI subsidiary.

Plant Protection did particularly well in the Far East, North and South America and in Europe. Sales to Japan over three years have increased by 300 per cent to more than £1 million.

£2.5 million plant for Zambia

Solvent extraction, as a method by which metals can be economically recovered from low-grade ore or scrap sources, is currently creating widespread interest in the international mining and metallurgical industries. The Power-Gas Corporation Ltd. (a Davy-Ashmore company) have made a major contribution to the techniques used by the world's non-ferrous metals extraction industries and recently announced their first commercial success resulting from an extensive research and development programme.

This is a contract to design and engineer a £2.5 million solvent extraction plant in Zambia for Nchanga Consolidated Copper Mines Ltd. The plant will extract 190 tons/day of copper from a copper leach liquor and will be located at Nchanga's existing mining and refining complex at Chingola, one of Zambia's principal towns near that country's northern border. The plant, claimed to be the largest in the world, is scheduled for completion during 1972.

South African link for paint group

Following a marketing tour of South Africa, Mr. E. E. Scott, managing director of Storry, Smithson & Co. Ltd., the Hull surface coating manufacturers, announced that a licensing arrangement had been finalized with Galleon Paints (SA) (Pty.) Ltd., of Cape Town, South Africa.

The agreement covers an initial period of five years. Starting on June 15, 1970, the agreement licenses Galleon Paints to manufacture the total range of marine coatings currently produced in Britain by Storry, Smithson under the Transocean Marine Paint Association label.

The Arab Bank Ltd

Management, Amman, Jordan

The following are extracts from the Report of the Directors of the Arab Bank 40th Report for the year ended 31st December, 1969.

The high figures shown in the accompanying Balance Sheet were achieved in spite of the present war conditions in the Arab World, the continued closure of our seven branches in the west bank of Jordan and Gaza since the war of June 1967, the Libyanisation of our two branches in Libya and the nationalisation of our Aden Branch.

Gross Earnings in 1969 totalled JD 8,413,094, an increase of JD 904,552 over the previous year. After deduction of all operation expenses amounting to JD 6,696,303, a balance of JD 1,716,791, is left over, from which an amount of JD 884,831 has been allocated to the various reserves, JD 825,000 as dividends to shareholders at JD 1·5 per share (15% of the nominal value of the share, JD 10) and JD 6,960 as remunerations to the members of the Board of Directors.

The decrease in some items at the end of 1969 is due to the Libyanisation of our two branches in the Libyan Arab Republic and the nationalisation of our branch in Aden whose figures were not included in the 1969 Balance Sheet. You will observe, however, that while the important items of the Balance Sheet were only slightly affected, the main decrease taking place was in the balance of Documentary Credits, Acceptances and Guarantees, which is a contra account. Besides, our branches have in actual effect achieved a general increase in their deposits and activities during the year under review, which minimized the effects of Libyanisation and nationalisation of the figures of the Balance Sheet, and the balance of Deposits showed only a slight decrease. The decrease in the balance of Cash in Hand and At Banks is also accounted for by bigger investments in government bonds and by an increase in overdrafts and bills discounted.

Balance Sheet, 31st December, 1969.

1 ID (Jordan Dinar) – U.S. $2·80-£1 3s. 6d.

ASSETS	1969 JD	1968 JD
Cash in Hand and at Banks	63,439,808	68,687,693
Government Bonds	5,904,738	2,902,464
Participation in Companies and Shares in Affiliates	1,441,622	1,430,295
Bills Discounted and Loans to Customers	43,802,457	42,914,220
Bank Premises (*less* depreciation)	1,305,815	1,504,735
Furniture and Equipment (*less* depreciation)	476,707	517,802
Customers' Liability on Guarantees, Credits and Acceptances (per Contra)	24,411,312	32,318,263
Other Assets	5,054,933	4,898,024
Total Assets	145,837,392	155,173,496

LIABILITIES	1969 JD	1968 JD
Deposits and Other Accounts	106,557,770	108,818,313
Capital Authorized and Fully Paid: 550,000 Shares (JD 10 per share)	5,500,000	5,500,000
Statutory Reserve	2,450,000	2,275,000
Special Reserve and Reserve for possible Loan Losses	5,600,000	5,300,000
Voluntary Reserve	486,350	129,670
Guarantees, Credits and Acceptances (per Contra)	24,411,312	32,318,263
Net Profit (for distribution)	831,960	832,250
Total Liabilities	145,837,392	155,173,496

Branches of Arab Bank Limited: ABU DHABI: Alain, Abu Dhabi – BAHRAIN: Manama – DUBAI: Deira, Dubai – JORDAN: Amman, Mahatta Street, (Amman), Luweibheh (Amman); Aqaba, Irbid, Zerka, Hebron*, Jenin*, Jerusalem*, Nablus*, Ramalla*, Tulkarm*–LEBANON: Beirut, Ras Beirut, Tripoli: Bab Tabbaneh, Bhamdoun–MOROCCO: Casablanca, Rabat – PALESTINE: Gaza* – QATAR: Doha – RAS ALKHAIMAH: Ras Alkhaimah – SAUDI ARABIA: Jeddah, Al-Khobar, Dammam, Mecca, Qatif, Riyad–SHARJAH: Sharjah – SUDAN: Khartoum, Omdurman, Port Sudan –TUNISIA: Tunis.

**Operations suspended because of the present political situation.*

Arab Bank (Overseas) Ltd.,
Talacker 21, Zurich, Switzerland.
Telephone: 051/25.50.35.
Telex: 52.279.

Arab Bank (Overseas) Ltd.,
3 Rue du Marche, Geneva, Switzerland.
Telephone: 022/25.43.55.
Telex: 22.038.

Arab Bank (Nigeria) Ltd.,
P.O. Box 1114, Lagos.

Arab Bank (Nigeria) Ltd.,
P.O. Box 318, Kano.

Arab Bank A.G.,
15 Grosse Gallusstrasse,
Frankfurt/Main, Germany.
Telephone: 20306.
Telex: 414249.

Aruba Bank,
P.O. Box 678, Libya.

Aruba Bank,
P.O. Box 1279, Benghazi, Libya.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS OF the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

WINES

Regulation (CEE) No. 945/70 determines types of table wines (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 946/70 fixes the guidance prices in the wines sector for the period June 1, 1970 to December 15, 1970 (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 947/70 establishes the general rules for fixing the reference price and for levying the compensatory tax in the wines sector (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 948/70 establishes the definition of certain products under Tariff Headings Nos. 20.07, 22.04 and 22.05, originating in third countries (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 949/70 fixes the trgger (déclenchement) prices for certain types of table wine for the period June 1, 1970 to December 15, 1970 (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 957/70 establishes in the wines sector the general rules relating to the granting of export refunds and the criteria for fixing their amounts (*Journal Officiel* No. L115 dated May 28, 1970).

Regulation (CEE) No. 958/70 defines the conditions for applying safeguard measures in the wines sector (*Journal Officiel* No. L115 dated May 28, 1970).

Regulation (CEE) No. 959/70 authorizes the mixing of German red wines with imported red wines (*Journal Officiel* No. L115 dated May 28, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 942/70 authorizes France to impose supplementary conditions for granting premiums for uprooting pear and peach trees (*Journal Officiel* No. L113 dated May 26, 1970).

Regulation (CEE) No. 983/70 modifies for the ninth time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L116 dated May 29, 1970).

SUGAR

Regulation (CEE) No. 955/70 relates to Member States' communications concerning intervention and trade in the sugar sector (*Journal Officiel* No. L114 dated May 27, 1970).

Regulation (CEE) No. 1005/70 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L117 dated May 30, 1970).

CEREALS

Regulation (CEE) No. 1011/70 relates to certain quality standards for groats and maize meal to be used by community breweries (*Journal Officiel* No. L117 dated May 30, 1970).

Common Customs Tariff

THE *Journal Officiel des Communautés Européennes* No. L114 dated May 27, 1970 contains the text of **Regulation (CEE) No. 954/70** relating to the classification of goods under Tariff Headings Nos 15.01 AI. 15.02 A, 15.03 B, and 15.07 DI (animal and vegetable fats and oils etc.)

The *Journal Officiel des Communautés Européennes* No. L112 dated May 25, 1970 contains the text of **Decision No. 70/272/CEE** authorizing Germany to postpone until August 31, 1970 the raising of their national rates of duty to those of the Common Customs Tariff in respect of the following products originating in Algeria.

Tariff No.	Product	Rate of Duty	Quantity (Volume in HL)
ex 22.05 B I (b)	Wines, other than sparkling, other than white of an alcoholic strength not exceeding 13°, imported in containers containing more than 2 litres	50% of the duty in the Common Customs Tariff	72 000
ex 22.05 B II (b)	Wines, other than sparkling, of an alcoholic strength exceeding 13° but not more than 15°, in containers containing more than 2 litres	50% of the duty in the Common Customs Tariff	
ex 22.05 B	Wines intended, under customs control, for the preparation of vermouths, the manufacture of vinegar, distilling or mixing	25% of the duty in the Common Customs Tariff	41.000

The French texts of the Decision and the Regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Suspension of duties in the Common Customs Tariff

THE *Journal Officiel des Communautés Européennes* No. L114 dated May 27, 1970 contains the text of **Regulation (CEE) No. 956/70** temporarily suspending the Common Customs Tariff applicable to dates, in immediate packings with a net content of 35 kg or less, intended under customs or an equivalent control to be prepared for retail sale (Common Customs Tariff No. ex 08.01 A) until July 31, 1970.

The French text of this Regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Liberalization of imports of horsemeat

THE FRENCH *Journal Officiel* of May 23 announced that fresh or chilled horsemeat (Tariff heading 02-01 A ex 1), imported from all countries, will not be subject to quantitative restrictions for the period May 23, 1970 to August 31, 1970.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Minimum price regulations for green beans

THE FRENCH *Journal Officiel* of May 27 announced that imports o green beans (Tariff No. 07.01 F II ex a) originating and imported from all countries other than member countries of the EEC, Algeria, Tunisia and Morocco, may be admitted under the minimum price procedure for the periods stated:

Tariff No.	Product	Reference product	Minimum price per Kg. (in Francs)	Period of application
Price recorded at the market of Chateaurenard				
07.01 F II ex a	Green beans	Phoenix beans	1·70	June 1 to 10
			1·35	June 11 to 20
			1·05	June 21 to 30

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962, and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the French text may be seen.

IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1964 under which importers in the Irish Republic may apply for allocations:

Quota No.	General Description	Quota	Quota Period
12	Hose (other than half-hose) made wholly or mainly of silk or man-made fibre not exceeding 50s. per doz. pairs	2,000,000 pairs	July 1, 1970 to June 30, 1970
28	Miscellanoues brushes	60 500 articles	July 1, 1970 to June 30, 1971
53	Certain brushes, brooms and mops of a value of less than 30s. per dozen	750,000 articles	July 1, 1970 to June 30, 1971
35	Sparking plugs	300,000 articles	July 1, 1970 to June 30, 1971
36	Laminated springs	A quantity equal in value to £55,000	July 1, 1970 to June 30, 1971
50	Superphosphates	605 tons (from countries other than UK)	July 1, 1970 to June 30, 1971

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

Claims for preferential rates of duty

EXPORTERS ARE reminded of the requirements of the Irish customs authorities in relation to claims for preferential rates of import duties on goods of British and Northern Ireland origin. The requirements are set out in Notice by the Revenue Commissioners No. 1029 dated June 1966 and in Notice No. 1056 dated June 1968 which were reproduced in the *Board of Trade Journal* of July 22, 1966, and July 5, 1968. Copies of the *Journal* notices are available from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467). Copies of the original notices can be obtained from the Revenue Commissioners, Dublin Castle, Dublin 2.

Exporters who are not also manufacturers are reminded that they are not entitled to sign the Manufacturers' Certificate of Origin (Form CU 166) and that consignments must be accompanied by:

either a certificate in this form signed by the manufacturer and countersigned by the exporter

or a certificate on form CU 168 given by an authorized Chamber of Commerce and countersigned by the exporter.

Failure to observe these requirements may result in the refusal of the Revenue Commissioners to accept *all* future claims to preference by the exporter concerned.

Copies of Form CU 166 can be obtained from the Revenue Commissioners in Dublin or from the Forms Office, HM Customs and Excise, Customs House, Lower Thames Street, E.C.3 (Tel. 01-626 1515, Ext. 2667 or 2594). Supplies of Form CU 168 can be obtained from any authorized Chamber of Commerce (listed in Notice No. 1056 refered to above), from the Office of the Revenue Commissioners, Dublin, or from the Collectors of Customs and Excise at Dublin, Cork, Limerick, Galway and Waterford.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

DENMARK

Added Value Tax increase and abolition of paper and paperboard tax

IN MAY the Government took further measures to control inflation. The main provision is the increase in the Added Value Tax rate from 12½ per cent to 15 per cent with effect from July 1, 1970. In the case of AVT levied at the point of import the increase is from 9 per cent to 15 per cent operative from May 19, 1970. As part of this package there have been increases in certain pensions and child allowances, the paper tax on paper and board has been abolished, and prices for professional services, such as legal, medical, and accountancy fees, have been pegged, although there will be access to an appeals procedure.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

NETHERLANDS

Export of meat and meat products to the Netherlands

A REVISED SUMMARY of the regulations covering the export of meat and meat products to the Netherlands, which supersedes that previously published in August 1969, has been published by the Ministry of Agriculture, Fisheries and Food.

Full details can be obtained from Mr. W. M. Sayer, Ministry of Agriculture, Fisheries and Food, Hook Rise South, Tolworth, Surbiton, Surrey (Tel. 01-337 6611, Ext. 203).

CANARY ISLANDS

Payment for imported goods

THE CHAMBER of Commerce of Tenerife has announced that payment for certain imported goods must be made within 30 days.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where a detailed list of the commodities affected may be seen.

ISRAEL

Amendments to regulations

CERTAIN ITEMS in the Israeli Public Health Regulations (Preservative Elements in Foodstuffs) 1965 have been amended or added to. The items affected, all in Part 1 of the Supplement, are Nos. 13, 14 and 21.

Some amendments have also been made to the Bank of Israel Law 1954 in respect of liquid assets.

Liberalization of imports and exports

Sub-section (2) of section 2(c) of the Israeli Export Order 1962 and sub-section (3) of section 5 of the Free Import Order 1968, shall be followed by 'The Federal Socialist Republic of Yugoslavia'.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

IRAN

Import of tyres and tubes

THE IRANIAN MINISTRY of Economy announce that the import of certain items of tyres and tubes for tractors, aeroplanes, load trucks and buses are, pending further notice, not now subject to Ministry approval. The importation of tyres and tubes under Series 375 of the Regulations are, however, still subject to approval.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SAUDI ARABIA

Ban on import of old newspapers for wrapping

ACCORDING TO the South Arabian press, a notice will shortly appear in the *Official Gazette* banning the import of old newspapers for wrapping.

Inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SUDAN

Nationalization of firms

THE NATIONALIZATION of Firms Act, 1970, came into force on May 26, 1970. Under the Act the following firms operating in the Sudan are nationalized, their property transferred to the State, and their names changed as indicated:

Gellatly Hankey & Co. (Sudan) Ltd., Workers' May Commercial Organization;
Imperial Chemical Industries (Sudan) Ltd., National Chemical Industries;
Mitchell Cotts & Co. (Middle East) Ltd. and Sudan Mercantile Co. Ltd., State Organization for Foreign Trade.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Nationalization of banks

THE NATIONALIZATION of Banks Act, 1970, came into force on May 26, 1970. Under the Act all banks in the Sudan are nationalized, their property and ownership taken over by the State and their names changed as follows:

Barclays Bank DCO, State Bank for Foreign Trade;
National & Grindlays Bank, Omdurman National Bank;
Ethiopian Commercial Bank, Juba Commercial Bank;
Arab Bank, Red Sea Commercial Bank for Foreign Trade;
Misr Bank, People's Co-operative Bank;
The El Neilein Bank and the Sudan Bank retain their names.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Sequestration Act 1970

THE SEQUESTRATION ACT 1970 came into effect on May 14. Under the Act, the government of the Sudan may place under sequestration the property of any individual, firm or organization thought to be carrying on business or other activities in such a way as to be aganst public interest or the economic interests of the State.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Property owned by non-residents

THE CENTRAL BUREAU for Public Control has issued an order requiring all individuals or corporations in the Sudan who have responsibility for real estates, accounts and shares in commercial, industrial or agricultural businesses or other activities owned by aliens or Sudanese nationals of non-Sudanese origin resident outside the Sudan, to submit a full account of these properties in writing by June 8, 1970.

The order also prohibits the disposal of such property without approval from the Public Control Bureau. Those who refuse to submit accounts as requested, or give false statements, will be liable to prosecution.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Have YOU looked for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the countries listed below. If the answers to your export questions are not on file we can quickly supply them.

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SWITZERLAND • TUNISIA • ABU DHABI • BAHRAIN • DUBAI
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ETHIOPIA

Ethiopianization of foreign businesses

THE LOCAL PRESS in Addis Ababa have reported that two Bills are at present before Parliament which propose the nationalization of all foreign owned and managed businesses in Ethiopia.

The first of these Bills contains three important clauses.

i. That all small retail businesses operating with a capital of less than $30,000 be nationalized within two years after the Bill becomes law.
ii. That all medium sized trades with a capital of $100,000 be nationalized within four years after the passage of the Bill.
iii. That all managerial posts of big business with the exception of major industries and factories be filled by Ethiopians seven years after the approval of the Bill, without affecting either the ownership or possession of the business.

Inquiries about this notice should be referred to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of May 5, 1970, announced the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188, May 16, 1963).

Tariff No.	Description
58.07 D	Braids and ornamental trimmings
86.09 B	Railway brakeshoes made of iron
Ex 61.11	Labels, figures, initials, shields and other made up accessories

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

CAMEROON

Liberalization of imports

HM EMBASSY in Cameroon have reported that the following imports from countries outside the EEC and franc zone into Cameroon have been liberalized:

Tobacco and cigarettes
Dairy products
Meat
Vegetables and other agricultural products
Plastic materials
Chemical products
Textiles (except wax prints)
Hosiery
Domestic articles and appliances
Variances appliances
Spare parts.

No further information is at present available, but further details will be published as soon as they are received.

UGANDA

Government control of the import trade

SOME CLARIFICATION OF the position in Uganda following the announcement on May 1 of the take-over of the import-export trade by the state has now been received by telegram.

A new corporation has been set up called the Export and Import Corporation and this Corporation has authorized all former importers as its agents to import all classes of goods. In practice, this means that the import trade will once again be channelled through the normal importers.

Goods subject to import licensing or prohibition and those for which the National Trading Corporation held an import monopoly before May 1 will remain the same. Additionally, Ugandan importers will now have to apply to the Export and Import Corporation to import certain items and all goods from Kenya and Tanzania. A detailed list is not yet available but the following categories of goods are to be included:

Milk and cream (tinned), rice, sugar, wines, salt, chemical and other compounds, paints, varnishes and related material, medicinal and pharmaceutical products, soap and perfumery, fertilizers, insecticides, fungicides, tyres and tubes, papers, textiles, cotton fabrics, jute bagging, synthetic fibres, jute sacks, blankets, non-metallic mineral manufactures, iron and steel bars, pipes, other metals, tractors and agricultural machinery, office machines, sewing machines, machines in general, television sets, wireless sets and radiograms, passenger cars, lorries and buses, other transport equipment, clothing and footwear.

Where a licence is granted the importer will pay to the Corporation a commission calculated at 1 per cent of the total value of the goods to be imported (The term 'total value' has not yet been defined but is expected to be the cif value).

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472 and 473).

GABON

Closure of Honorary Vice-Consulate

THE HONORARY Vice-Consulate in Libreville, Gabon, was closed on June 5. It is not yet known whether the Consulate will be re-opened.

Businessmen visiting Gabon and requiring assistance should now contact the First Secretary and Consul, British Embassy, Le Concorde, Avenue de l'Intendence, BP 547, Yaounde, Comeroon.

MALAWI

Suspension of surtax

GOVERNMENT NOTICE No. 95 amends, with effect from April 1, the Surtax Tariff Order, 1970 (published in the *Board of Trade Journal* of April 8, page 997) by the addition after Part 3 thereof of the following:

Part 4: Suspension of surtax.

1. The rates of surtax appearing in Part 3 of the Surtax Tariff Order, 1970, in so far as they relate to the goods appearing in the table set out hereunder, are suspended to an extent to reduce such rates shown in the table set out hereunder:

	Item	Surtax
ex 85.04.99	Electric accumulators for incorporation as initial equipment in motor vehicles assembled or manufactured in Malawi	Free

The effect of this notice is to suspend the rate of surtax on the above items from 5 per cent to free.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Import quota control

THE BOARD OF TRADE have been informed by cable that the Singapore government has increased the import quota on sheet and plate glass from 120 per cent to 150 per cent of 1968 imports with effect from June 1, 1970.

Licences will be issued up to 7/12 of annual quota and will be valid for the period June 1, 1970 until December 31, 1970. A notice about the introduction of this quota appeared in the *Board of Trade Journal* of May 28, 1969.

Inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

Control of manufacture order

THE SINGAPORE *Government Gazette* dated May 15, 1970, publishes the Control of Manufacture (No. 2) Order, 1970, which amends the First Schedule to the Control of Manufacture Ordinance 1959 by the addition of the following:

(xciii) Decorative ceramic wares (of china or porcelain)
(xciv) Helmets
(xcv) PVC insulated cables and PVC insulated telephone cables, stranded tinned earth wire
(xcvi) Bolts and nuts made of mild steel, high tensile and non-ferrous metals
(xcvii) Zinc oxides
(xcviii) Crockery.

This ordinance requires intending manufacturers of the scheduled items to register.

CEYLON

Foreign Exchange Entitlement Certificates

THE BOARD OF TRADE has been informed of a notice issued by the Central Bank of Ceylon on May 29, 1970, which reads as follows:

Transactions in Foreign Exchange Entitlement Certificates. Commercial Banks are hereby informed that until further notice sales of Foreign Exchange Entitlement Certificates, spot as well as forward, should be suspended except where they are required to retire maturing import bills or to remit foreign exchange on permits issued by the Controller of Exchange.

INDONESIA

Prohibited imports

WITH EFFECT from May 11, 1970, the list of goods prohibited from import into Indonesia comprises:

(a) textiles with batik design
(b) car tyres measuring 600-16, 670-15, 650-16 and 750-20
(c) books, magazines and other printed matter in the Indonesian language or other vernacular with the exception of publications about customs in diplomatic relations and also those relating to higher education
(d) commercial cars in built-up condition
(e) bottles of 350 cc up to and including 650 cc
(f) Sarongs.

In addition from that date motor cycles, radio and television sets have to be imported in ckd condition for assembly by local companies recognised by the Department of Industry.

Inquiries relating to this notice should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

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(Incorporated in England by Royal Charter 1853)

Head Office: 38 Bishopsgate, London, E.C.2.

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New regulations concerning the remittance of funds from Japan

THE JAPANESE MINISTRY of Finance has announced the removal of restrictions on the maximum amount of assets which non-residents may take out of Japan. This had been limited to US$50,000. The new regulations came into force on May 1.

The table below shows other changes in the regulations concerning remittance of funds from Japan. (All values are in US$.)

	Old
1. Assets of foreigners leaving Japan	Liberalized up to $50,000 but the Bank of Japan's verification is required. The Minister of Finance's approval is required exceeding this amount Note: In order to be verified an application must be submitted to the Bank of Japan with evidence such as tax receipts. Similar evidence must be submitted in all cases where the Bank of Japan's verification is required.
2. Copyright royalty 3. Cost of participation in exhibits and trade fairs 4. Assets of Japanese immigrants abroad	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $5,000
5. Accountant and legal counsel fees	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required regardless of the amount
6. Fees for credit investigation service	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required regardless of the amount
7. Residents joining organizations abroad (remittance of membership fees, etc.)	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $200
8. Resident patients to receive medical care abroad	Liberalized with no ceiling on the amount but the Bank of Japan s verification is required regardless of the amount
9. Remittance for miscellaneous purposes (excluding travel)	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $50 per person per year
10. Residents travelling abroad on business	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required for (a) the cost of ordinary needs, including hotel charges, which exceeds $2,000 and (b) any cost of entertainment
11. All expenses paid in yen locally for invited visitors from abroad (including air tickets to and from Japan)	Liberalized with no ceiling on the amount but the Bank of Japan's verification is required regardless of the amount

New (effective from May 1970)
1. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required regardless of the amount
2. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $10,000
3. 4.
5. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $5,000
6. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $10,000
7. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $500
8. Liberalized with no ceiling on the amount. The Bank of Japan's verification is not required regardless of the amount
9. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if a case involves more than $100 per person per year
10. Liberalized with no ceiling on the amount but the Bank of Japan's verification is required if the total cost exceeds $2,000
11. Liberalized with no ceiling on the amount. The Bank of Japan's verification is not required regardless of the amount

Inquiries arising from this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

AUSTRALIA

Dumping cash securities on toluene and xylene

THE BOARD OF TRADE has been notified by the British High Commission in Canberra that interim anti-dumping action, in the form of cash securities, has been introduced by the Australian Department of Customs and Excise on toluene and xylene which is entered into Australia for home consumption on and after May 25, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. No. CRE 841/70.

Dumping cash securities on chain saws

THE BOARD OF TRADE has been notified by the British High Commission in Canberra that interim anti-dumping action in the form of cash securities has been introduced by the Australian Department of Customs and Excise on chain saws (tariff item 84.49.31) which are exported to Australia on or after June 15, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 952/70.

Tariff changes

DETAILS ARE given below of changes made in the Australian Customs tariff by custom tariff proposals which came into effect on May 23, 1970, and are consequent upon the Tariff Board inquiries into:

Factice
Screws for wood
Centrifuges
Weighing machinery and weights
Extrusion presses.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rate of Duty General	Rate of Duty Preferential
Omit sub-item 40.02.1, *insert* the following sub-item:			
40.02.1	Factice	10%	10%
Omit paragraph 73.32.91, *insert* the following paragraph:			
73.32.91	Screws for wood	40%	30%
Omit paragraph 74.15.91, *insert* the following paragraph:			
74.15.91	Screws for wood	40%	30%
Omit sub-item 84.18.1, *insert* the following sub-item:			
84.18.1	Centrifuges:		
84.18.11	Cream separators	7½%	Free
84.18.12	Hydro-extractors of a kind used solely or principally in laundries or in the textile industry	40%	30%
84.18.13	Milk clarifiers	7½%	Free
84.18.19	Other	30%	20%
Omit item 84.20, *insert* the following item:			
84.20	Weighing machinery (excluding balances of a sensitivity of ·50 milligrammes or better), including weight-operated counting and checking machines; weighing machine weights of all kinds:		
84.20.1	Spring balances; price computing scales	40%	25%
84.20.2	Machines, as follows: (a) Having a weighing capacity exceeding 1 ton (b) Automatic or continuous weighing machines (c) Checkweighers; not being goods of a kind falling within sub-item 84.20.1;		
	Weighing machine weights of all kinds	20%	10%
84.20.9	Other	30%	20%
In paragraph 84.45.43, after 'cut' *insert* ';extrusion presses'			
After sub-paragraph 84.45.431 *insert* the following sub-paragraph:			
84.45.432	Extrusion presses	30%	20%

Result of Tariff Board inquiry on frozen potatoes

A NOTICE WAS published in the *Board of Trade Journal* of December 6, 1968, to the effect that a reference had been made to the Australian Tariff Board in respect of frozen potatoes (tariff item 07-02-9).

The inquiry has now been held and as a result *no change* has been made in the rate of duty.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. CRE 2115/68.

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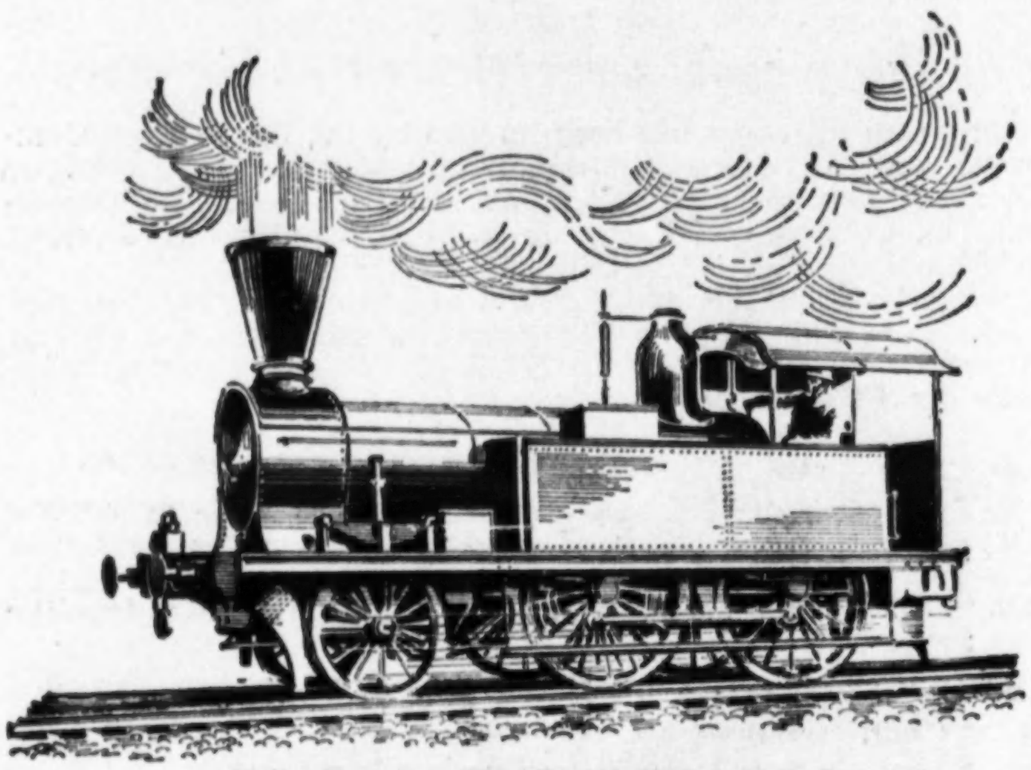

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NEW ZEALAND

Customs tariff inquiry—salt

THE MINISTRY of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import duties and import licensing affecting salt, iodized and not iodized.

The goods in question are classified in the tariff items shown below:

Tariff No.	Goods	Rate of duty		
		British Preferential	Most Favoured Nation	General
25.01.02	Salt, iodized	Free	..	15c
25.01.03	Salt, not iodized; pure sodium chloride	Free	..	15c

The public inquiry will take place in Wellington on August 12, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than July 22, 1970. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address: 'Transtrade,' Tel. Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member, details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 975/70.

Emergency Protection Authority inquiry (1)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

(a) Compression ignition type marine engines up to 200 bhp and other types of marine engines up to 300 bhp.
(b) Marine inboard/outboard stern drive transmission units fitted to marine engines

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
84.06.23	No.	Free	20%	25%
84.06.24	No.	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by June 22, 1970 for (a) and June 26, 1970 for (b).

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will, no doubt, get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address: 'Transtrade,' (Tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 816/69.

Emergency Protection Authority inquiry (2)

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of Cast Acrylic Sheet.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 39.02.64	Cwt.	Free	..	Free
Ex 39.02.67	Cwt.	Free	..	10%
Ex 39.02.69	Cwt.	Free	..	Free

The Emergency Protection Authority is required to report to the Minister by July 3, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade' Tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 827/69.

Emergency Protection Authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-248 7877, Ext. 2321).

Tariff Item	Description
98.05.08	Crayons

BARBADOS

Consumption taxes

THE BARBADOS CONSUMPTION Tax (No. 2) Order 1970, provides (I) for the amendment of items 1, 2 and 7 of the Schedule to the Barbados Consumption Tax Act, 1962 (see *Board of Trade Journal* of April 22, 1970, page 1138) as follows:

(EC$4.80 = £1stg)

Items of Goods	Rate of Tax
1. Beer, within the meaning of that expression in Section 2 of the Brewery Act 1950-18	86c per gallon
2. Aerated mineral waters and malt beverages in containers:	
(a) Not exceeding 7 fluid ounces	1c per container
(b) Exceeding 7 but not exceeding 10 fluid ounces	1½c per container
(c) Exceeding 10 but not exceeding 12 fluid ounces	1½c per container
(d) Exceeding 12 fluid ounces	½c per ounce
7. Cement	10c per 100 lbs.
and (II) for the addition of the following new items:	
24. Fruit juices and vegetable juices	10% of value
25. Surface-acting agents and washing preparations without soap (detergents)	5% of value
26. Varnishes and lacquers	10c per gallon
27. Paints and enamels	10% of value
28. Toilet soap in cake or tablet form including shaving soap	10% of value
29. Imitation jewellery	10% of value
30. Jewellery of precious metals and stones	20% of value
31. Perfumed spirits (including Eau de Cologne, Lavender water, Florida water, shaving lotion, limacol and bay rum)	10% of value
32. Phonographs, radios, radiogramophones, tape recorders and other sound recorders and players	5% of value
33. Television sets	5% of value
34. Washing machines	5% of value
35. Water heaters	5% of value
36. Air conditioning equipment	5% of value

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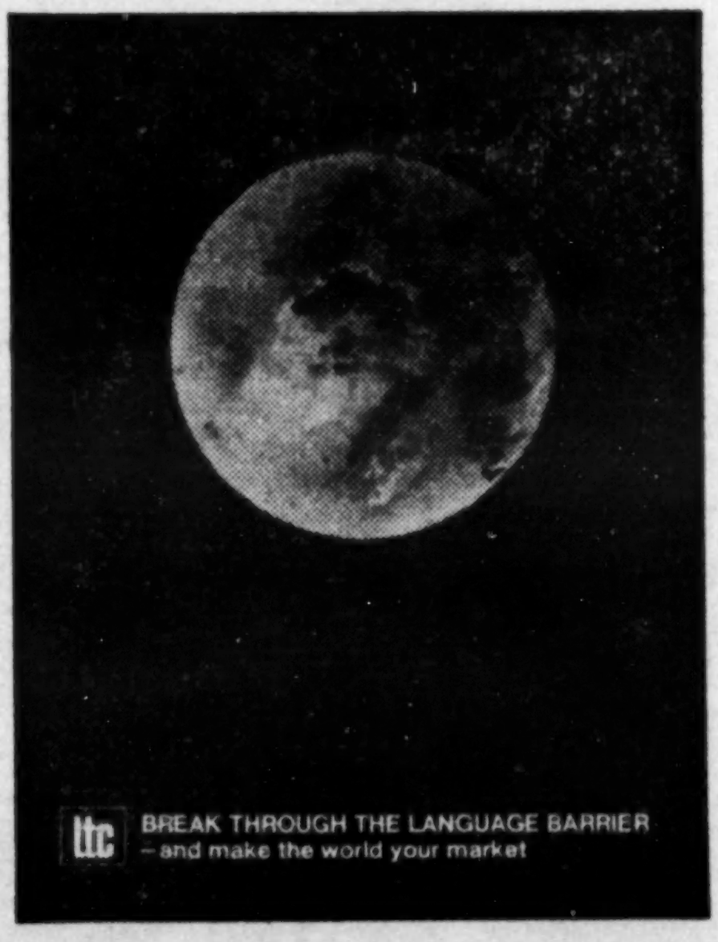

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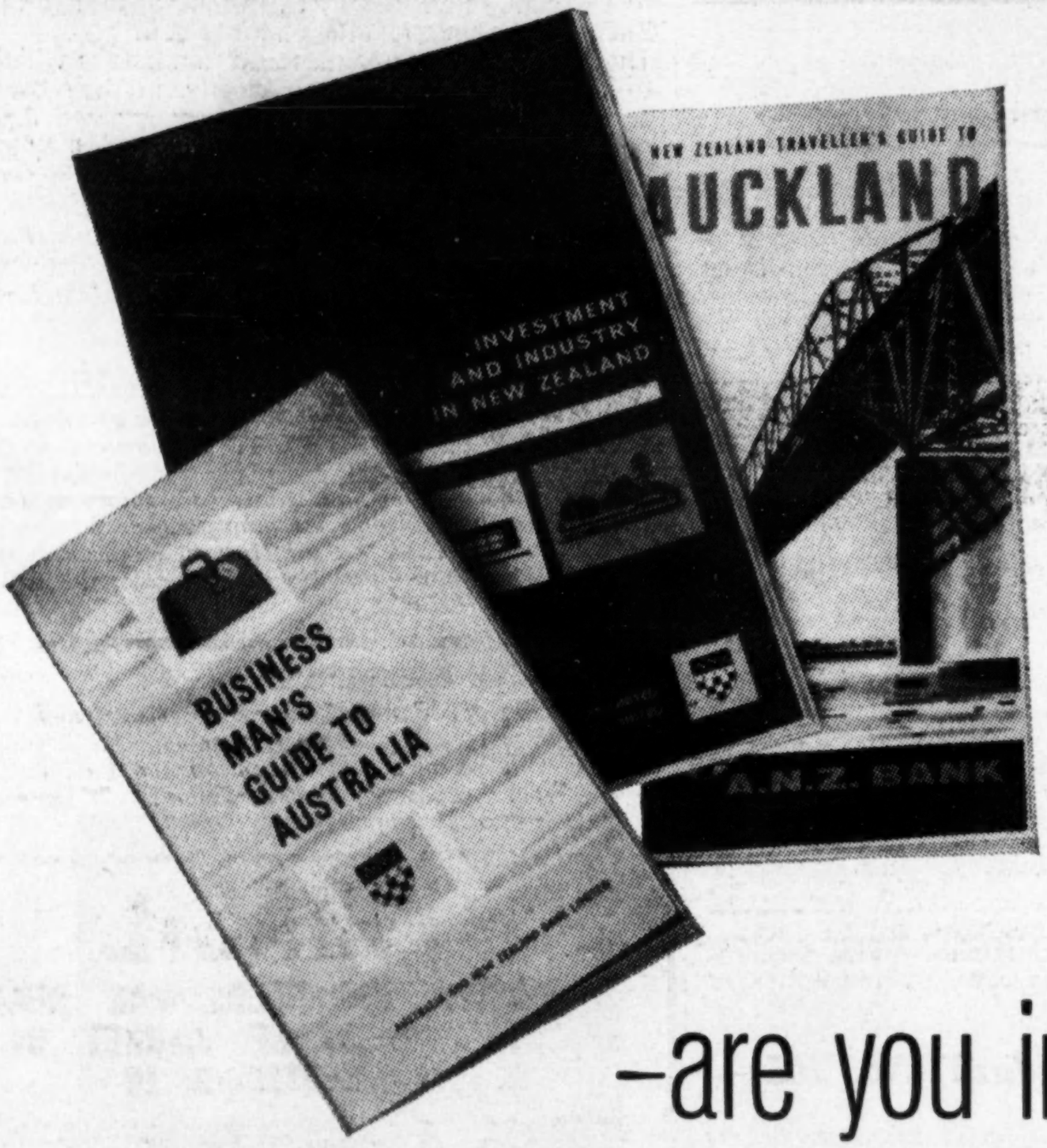

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VENEZUELA

Import duty amendment

THE VENEZUELAN MINISTRIES of Finance and Development have introduced the following new rate of import duty which became effective on May 25:

Tariff item	Description	Duty Bolivars per kilo gross
612-03-03-9	Soles, heels and other parts cut or made of any other material, n.e.s. for footwear	25·00

UNITED STATES

Investigation into imports of certain dairy products

AT THE REQUEST of the President, the United States Tariff Commission is to conduct an investigation to determine whether certain articles are being, or are likely to be, imported into the United States under such conditions, and in such quantities as to affect adversely the price support programme for milk and butterfat, or to reduce substantially the amount of products processed in the United States from domestic milk and butterfat. Specific reference has been made to the following items in the United States Tariff Schedules (T.SUS):

(i) Ice cream, provided for in item 118.25.
(ii) Chocolate provided for in item 156.30, and articles containing chocolate provided for in item 182.95 (containing 5.5 per cent) or less by weight of butterfat, except articles for consumption at retail as candy or confectionery).
(iii) Animal feeds containing milk or milk derivatives provided for in item 184.75.
(iv) Cheese and substitutes for cheese, containing 0.5 per cent or less by weight of butterfat, as provided for in items 117.75 and 117.85, except articles within the scope of other import quotas; if shipped otherwise than in pursuance to a purchase, or if having a purchase price under 47 cents per pound.

A hearing will be held in connection with the investigation in the Tariff Commission Building, 8th and E Streets, NW, Washington, DC, beginning July 7, 1970. Parties wishing to appear should notify the Secretary of the Commission in writing, on or before June 26, 1970. Written information and views in lieu of appearance may be submitted by interested parties and should be lodged with the Commission not later than July 10, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Motor vehicle safety standard No. 105 now amended

THE *Board of Trade Journal* of March 4, 1970, reported a proposed amendment to paragraph S 4.1 of the United States Motor Vehicle Safety Standard No. 105 which relates to hydraulic service brakes, emergency brake and parking brake systems; passenger cars.

After consideration of the comments received, the United States National Highway Safety Bureau concluded that Standard 105 should be amended with effect from May 23, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456, 457, 458). Ref. FR 21.5.1970.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks - 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade 1 Victoria Street, London, S.W.1.

SUCCESSFUL HARWELL SEPARATOR TESTS

Dr. Lloyd A. Currie of the National Bureau of Standards, United States Department of Commerce (centre), congratulates Mr. E. A. Moore, Ayling Industries Group technical director, after the completion of commissioning tests on a Harwell variable geometry isotope separator built by Lintott Engineering Ltd. of Horsham. Also in the picture are Mr. D. R. Willis (left) Lintott technical manager, and Mr. J. H. Freeman, head of Electro Magnetic Isotope Separator Group at the Atomic Energy Research Establishment, Harwell. Lintott Engineering are licensed by the UKAEA for the manufacture and world-wide distribution of the Harwell separator, a new and advanced piece of equipment with many uses in particle separation and ion implantation for research and industry. The ion source for the Harwell separator is manufactured by Whickham Engineering (North East) Ltd. of Co. Durham, also under license to UKAEA.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

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Mr. J. L. Philadelphia, general manager of the Guyana Telecommunication Corporation, at the Telephone Works of GEC-AEI Telecommunications Ltd. of Coventry inspecting telephone exchange equipment which is part of a £3 million contract for modernizing Guyana's telephone system. With Mr. Philadelphia are Mr. Nigel Bromley of the company's Switching Division, and Mr. Eric Hancock, GEC-AEI Guyana project manager.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

CANADA

Veterinary drugs, pesticides and medicated feeds

THE CANADIAN FOOD and Drug Directorate have issued Trade Information Letter No. 332 dated May 8, 1970, which deals with those drug products including wormers, coccidiostats and certain other parasiticides formerly registered under the Pest Control Products Act which are now subject only to the provisions of the Food and Drugs Act and Regulations.

The letter draws attention to the fact that the Food and Drug Regulations require that manufacturers provide the Food and Drug Directorate with a notification concerning every drug product that they are selling in Canada (notifications are required to be made within 30 days of the first sale of the product); that all products leaving the manufacturer's premises after December 31, 1970, will be required to comply with the labelling requirements of the Food and Drugs Act and Regulations.

Firms requiring further information should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting Reference TIL No. 332.

Cyclamates in drug products, etc.

FIRMS REQUIRING information on the latest Canadian announcement on the use of cyclamates in drug products and synthetic sweeteners, should contact Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting Reference TIL No. 333.

Import surtax placed on woven fabric shirts

THE CANADIAN GOVERNMENT informed the GATT on June 2 that it has introduced a surtax on imports of woven fabric shirts which will apply to shirts priced at less than C$24 a dozen. Woven fabric men's and boys' work, dress and sports shirts are included in the definition. Shipments in transit on or before June 2 are exempt.

The surcharge is payable on twice the difference between the fob price and C$24 or C$24 whichever is the lesser. Additional provisions are made on imports of shirts from low cost countries.

Copies of the statement and further advice may be obtained from Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, SW1. Tel. 01-222 7877, Ext. 2629.

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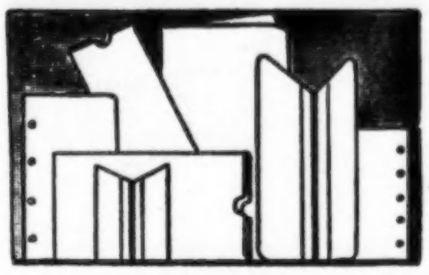
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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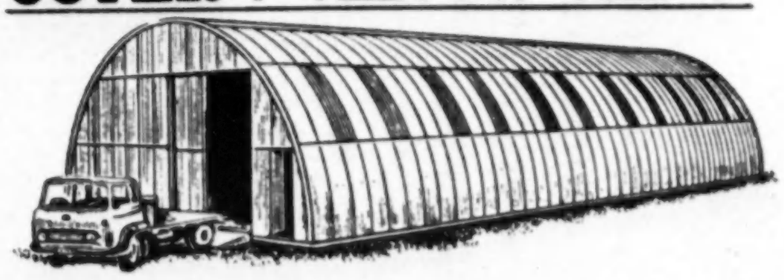

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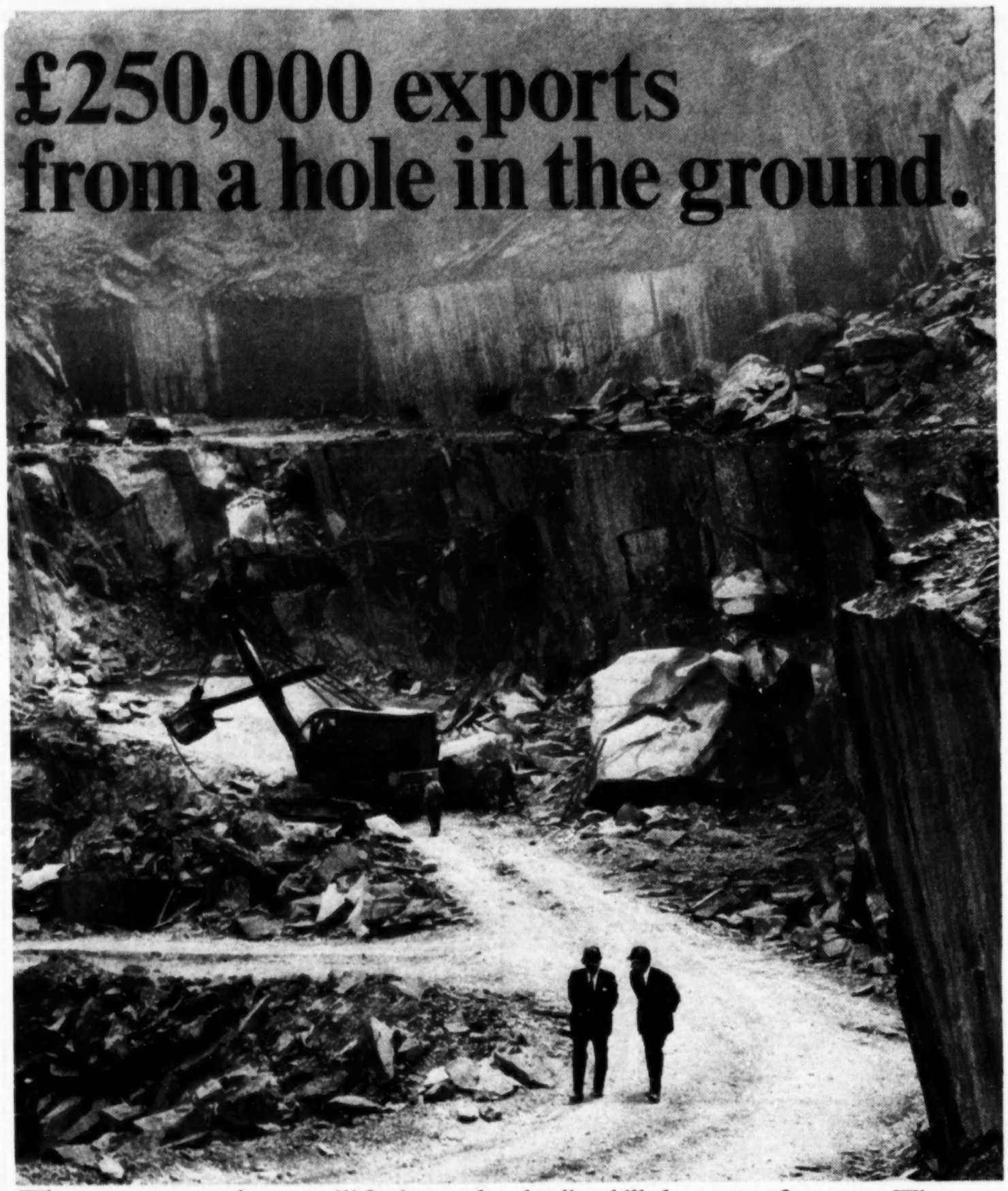

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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